

Email Chain 78

From: Graeme [REDACTED]
Sent: Monday, 18 June 2018 4:51 pm
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>; Izzy [REDACTED] >
Subject: RE: DEFENCE SEEKS INNOVATIVE CONCEPTS TO ENHANCE STEALTH OF UNMANNED AERIAL SYSTEMS

New Zealand firms can bid for Next Generation Tech fund projects.

Graeme

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Saturday, 16 June 2018 6:27 PM
To: Izzy [REDACTED] Graeme [REDACTED]
[REDACTED]
Subject: Fwd: DEFENCE SEEKS INNOVATIVE CONCEPTS TO ENHANCE STEALTH OF UNMANNED AERIAL SYSTEMS

Izzy, We should include this in the next newsletter. Graeme, can someone check NZ participation rights? I am guessing we are a yes.

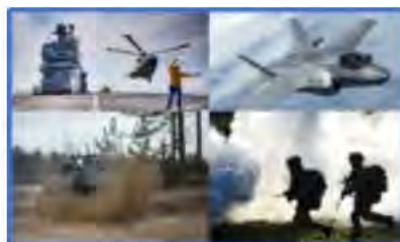
Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
[REDACTED]



----- Forwarded message -----

From: Sue [REDACTED]
Date: 15 June 2018 at 12:14
Subject: DEFENCE SEEKS INNOVATIVE CONCEPTS TO ENHANCE STEALTH OF UNMANNED AERIAL SYSTEMS
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>

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SME Defence

SUBJECT: DEFENCE SEEKS INNOVATIVE CONCEPTS TO ENHANCE STEALTH OF UNMANNED AERIAL SYSTEMS

Dear Victorian Defence SMEs

Defence is seeking proposals from Australian small businesses to contribute to the development of adaptive camouflage for uninhabited aerial systems (UAS).

This call for proposals is under the Small Business Innovation Research for Defence (SBIRD) program. SBIRD supports Australian businesses, including university startups, to undertake research projects that align with the priorities of the Next Generation Technologies Fund, in the Defence Science and Technology (DST) Group.

Defence is looking for novel solutions that can:

- adapt to changing conditions to reduce visual detectability against a sky background, and/or
- reduce or change the acoustic signature of these small aircraft to make them less acoustically detectable in different environmental conditions.

Defence is encouraging research and development in this field with a view to producing signature management solutions that can later be developed and applied to larger, more detectable platforms.

Proposals can be for funding of up to \$100,000 over 6–9 months for projects that address the viability of a technology or idea related to adaptive camouflage for UAS. Proposals will be assessed on a competitive, merit basis. Projects that are successfully completed may then be invited to apply for additional funding under stage 2 of SBIRD.

Further information about the topic can be obtained from the [attached SBIRD Topic Description document](#). You can get more information and submit a proposal on the [DST website](#).

Proposals must be submitted by 11pm (AEST) on 9 July 2018.

For queries or assistance, email [s9\(2\)\(a\)](mailto:s9(2)(a)@defence.gov.au)

Kind regards

Sue [s9\(2\)\(a\)](mailto:s9(2)(a)@defence.gov.au)

s9(2)(a)



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You are receiving this email because you are a Victorian Defence SME or have recently had contact with us.

Email Chain 77

From: Graeme [REDACTED]

Sent: Friday, 15 June 2018 4:06 pm

To: [REDACTED]

Cc: [REDACTED]

[REDACTED]

[REDACTED]

; Tim [REDACTED]; Jennie Vickers
<jennie.vickers@nzdia.co.nz>; HOWARTH DEBBIE, MRS [REDACTED]

Subject: RE: Seeking NZ suppliers for LAND 400 Phase 3

Hi Simon,

As luck would have it... what I did not realise was that NZDIA have a board meeting ahead of their member meeting on 5 July, and a number of their board would be interested in the industry briefing on LAND400. Can we run the industry briefing in Auckland on the morning of 6 July?

Jennie Vickers at NZDIA has let me know that the agenda for their meeting on the afternoon 5 July is very tight, however 10-15 mins can be made available if you thought it useful to give high-level overview. So her focus is on making available time the following day for a full and proper briefing, with some time to sit down with individual firms.

Let me know.

Regards,
Graeme

From: Graeme [REDACTED]

Sent: Wednesday, 13 June 2018 2:54 pm

To: Jennie Vickers <jennie.vickers@nzdia.co.nz>; HOWARTH DEBBIE, MRS

[REDACTED]; [REDACTED]

Subject: Rheinmetall Defence Australia

Hi all,

Simon [REDACTED] from Rheinmetall Defence Australia has proposed coming over on 5 July to talk to industry at or around the NZDIA meeting at Whenuapai that day. Deb has offered the Hub as a venue for a morning meeting with industry ahead of going out to Whenuapai. His presentation will be around the LAND400 programme, specifically Phase 3, the Infantry Fighting Vehicle, for which RDA is proposing the Lynx. He can cover off Phase 2, the Boxer Combat Reconnaissance Vehicle, as well, but the opportunities in the supply chain are far more limited as have been largely set through earlier engagement.

Timelines don't allow NZTE to manage this briefing, therefore is NZDIA able to manage the invites etc to a business meeting on 5 July? I will take the invite and send through to our customers, some of whom won't be NZDIA members, but we would still like to get in front of Simon.

Simon proposed the following programme to engage with NZ firms on LAND400:

1. Attend LAND 400 Phase 3 brief and side meetings at next meeting of NZDIA in Auckland on 5 Jul
2. Rheinmetall visits interested companies (July/August)

3. Interested companies attending Land Forces 2018 in Adelaide 4-6 Sep to inspect a Lynx KF41 vehicle
4. Follow up meetings with interested companies at the NZDINSF in Palmerston North on 31 Oct and 1 Nov

Simon is not expecting a large number of NZ suppliers, but hopeful of a few making it through.

He said he believed there were three NZ firms that supplied into the ASLAV programme, that he'd be keen to re-engage with: one did very good job on fuel tanks, another on wiring systems. Any idea who these might be?

Regards,

Graeme s9(2)(a), s9(2)(g)(ii)
[Redacted]



s9(2)(a)

M s9(2)(a)

w nzte.govt.nz



Level 6, 139 Quay Street, Auckland 1010
[View location map](#)

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.

Email Chain 76

From: Graeme [redacted]
Sent: Friday, 8 June 2018 10:30 am
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>; Admin Support [redacted]; Izzy [redacted]
Subject: RE: Simon [redacted]

Thanks Kip. If you have those details it would be great.

Graeme

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Friday, 8 June 2018 9:43 AM
To: Graeme [redacted] Admin Support [redacted]; Izzy [redacted]
Subject: Re: Simon [redacted]

Hi Graeme

Can I introduce Kip [redacted] who works under the [redacted] email. Kip has been running the database CRM project . He will track down this info out of the system. Feel free to email directly to Kip as well as or instead of me for info contact details etc.

Regards

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
[redacted]



On 8 June 2018 at 09:06, Graeme [redacted] wrote:
Hi Jennie - do u have Simon [redacted] (RHeinmetall) contact details by chance. I need to follow up with him but don't have s phone number.
Graeme

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Email Chain 75

From: Jennie Vickers NZDIA CEO s9(2)(a) On Behalf
Of: Jennie s9(2)(a)
Sent: Wednesday, 6 June 2018 10:00 AM
To: *Multiple Recipients
Subject: UNCLASSIFIED : NZDF DEI answers to questions asked at Member Meeting in May

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Hi all

A full newsletter is on the way at the end of the week. In the meantime here are the answers to the questions posed to the NZDF DEI Team at the last NZDIA Member meeting.

We are looking at including a special DEI tour of interest at Whenuapai, as part of the 5 July Member Meeting, so watch out for the next newsletter.

Regards,
Jennie Vickers
CEO
New Zealand Defence Industry Association
www.nzdia.co.nz

#	QUESTION	ANSWER
1	How many of DEI's Alliance roles are likely to be sourced from the Alliance partner?	To be confirmed. Focus will be on getting the best available human resources for the project. A current DEI Org Chart will be released through the RFP together with an indicative Regeneration Project plan and other potential deliverables. In addition, a capability gap analysis is currently being carried out and results will likely be provided to shortlisted proponents through the interactive workshop phase. This information should allow proponents to sufficiently size the opportunity, but the actual deliverables and resourcing will be agreed through the co-design phase with the preferred proponent.
2	Is Alliance funding open and does it come out of the \$2.5bn?	The Alliance will be funded from DEI operating and capital budgets. The Estate Regeneration Programme Plan highlights the indicative funding profile for DEI, both capital and operating, but this is subject to individual business case approval and multi-year appropriations.
3	How can we find out more?	All information on the DEI Alliance Partner procurement will be published on http://campsandbases.mil.nz . Any new information published to http://campsandbases.mil.nz will be notified via NZDIA. If you have any further questions, please email: Allianceproject@nzdf.mil.nz
4	What will the minimum security clearance be to engage within the alliance?	We are working with the Directorate of Defence Security to ensure that this process is as seamless as possible. During the tender process, where there may be a site visit organised, proponents will be escorted by NZDF personnel at all times. Post award, the standard requirement will likely be Confidential clearance, which include the following minimum requirements: <ul style="list-style-type: none"> • most preferably a NZ citizen, who has resided in this country continuously for at least the last five years, OR • is a citizen of, and/or has resided continuously in one or more of the following countries for the last five years: either Australia, Canada, NZ, the United Kingdom (UK) or the United States of America (USA), and has a background history that is verifiable and can be assessed as appropriate by the NZ Security Intelligence Service (NZSIS).
5	Scope - will asset management and facilities management be in scope for Alliance	Yes, as per previous industry communications, scope includes Facilities Management (including asset management) but not maintenance. Note that the Alliance will manage the Maintenance contracts.
6	Will non-NZ nationals be able to take lead roles in the alliance?	We will consider all proposals equally and fairly. Subject to security clearances, specific roles will be decided based on best person fit.
7	Is the use of NEC4 decided for all contracts	No
8	Do you anticipate culture forming as part of Alliance establishment?	A Change Management Programme has been initiated as our market research indicates that "culture" is a significant determining factor on the success or failure of an Alliance. The immediate focus of the Change Management Programme is to ensure we are "Alliance Ready" within DEI. This programme will continue and be further developed with the Alliance Partner(s) post award to ensure a collaborative and innovative culture forms and is embedded in the early stages of the Alliance.
9	Will the RFP be on GETS or smartprocure	The procurement process will be notified through GETS.
10	Where do you anticipate the Alliance team to be located?	Location/co-location to be decided and agreed with preferred Alliance Partner(s)
11	What is meant by "joint ownership"?	There won't be any ownership transfer of existing assets or Intellectual Property developed during the Alliance (which NZDF will own). "Joint ownership" was meant to describe a joint responsibility for Alliance outcomes. Our Alliance performance framework and payment mechanisms will be developed with this in mind.

12	Will you award to a single winner or potentially multiple awardees?	We will seek to partner with the best Alliance partner(s) that can deliver across the range of capabilities required, with the capacity to support the scale of investment outlined in the Estate Regeneration Programme Plan, and with those who can complement the workforce culture DEI is aspiring to build. This may be a single entity or a consortia.
13	How will the Alliance be financed?	The Alliance will be funded from DEI operating and capital budgets. The Estate Regeneration Programme Plan highlights the indicative funding profile for DEI, both capital and operating, but this is subject to individual business case approval and multi-year appropriations.
14	What is your process to engage in the RFP stage?	The procurement will be run through a two stage open market process of ROI followed by RFP, with the later involving interactive workshops with shortlisted proponents. The focus will be on assessing capability to support the breadth of functions and scale of the investment as well as cultural alignment.

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Email Chain 74

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Tuesday, 5 June 2018 10:23 AM
To: Graeme s9(2)(a), s9(2)(g)(ii) Izzy s9(2)(a)
s9(2)(a)
Cc: HOWARTH DEBBIE, MRS s9(2)(a), s9(2)(g)(ii)
Subject: Re: Land Forces

Hi Graeme

Yes, please asap because we are keen to get sorted.

Jennie

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
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jennie.vickers@nzdia.co.nz
s9(2)(a)



On 5 June 2018 at 09:21, Graeme s9(2)(a), s9(2)(g)(ii) wrote:

Hi Jennie and Deb,

Can we get together before the end of the week to discuss presence at Land Forces this September? I am good Thursday or Friday afternoon.

Regards,
Graeme

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Email Chain 73

From: Jennie Vickers NZDIA CEO s9(2)(a) **On Behalf Of** Jennie Vickers NZDIA CEO
Sent: Friday, 18 May 2018 9:00 AM
To: *Multiple Recipients
Subject: Unclassified Newsletter with follow up to May Members Meeting and other items of interest-read on....

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Hi

In this newsletter we cover:

- Interesting RFP due out today Friday 18 May from Treasury, which might not be obviously of relevance to NZDIA Members but might be;
- NZDIA Forum Prospectus now available;
- Slides from the Member Meeting last week;
- NZDF DEI Slides and timing for answers to questions posed by industry;
- Registration for the Member Meeting on 5 July in Auckland-limited spaces;
- Reminder about the HADR Weekend in August-not been enough response yet;
- Reminder about the NZDF Engineering Conference in August;
- Reminder about nominating your industry supply chain for a DIAC Award; and
- Industry farewell to CDF.

Interesting RFP due out from Treasury Friday 18 May

Reflecting the widening interest of Members of NZDIA, to cover national and regional security alongside defence, we want to draw attention to this imminent RFP.

In March 2018 Treasury on behalf of DPMC, issued "Advance Notice - Developing our Response Workforce under GETS number 19564721".

Probably today the RFP will be coming out, again from Treasury. Look out for "Professionalising the Development of our Response and Recovery Workforce".

While issued under the GETS category of 86000000 - Education and Training Services, this is a great opportunity for collaboration between simulation providers and/or technology businesses and/or visionaries and/or document management/KM experts and others, to propose solutions using some of the cutting edge technology we have been discussing at the last 12 months of Member Meetings.

This RFP is also notable because of the effort being taken by the DPMC team, to seek an outcome and solution to a problem without prescription, a willingness to see cutting edge proposals and an interim stage which could allow funded prototyping. If you would like the slide pack from the early engagement sessions contact Peter Keegan on: NSW@dpmc.govt.nz .

NZDIA Forum Prospectus now available

The Forum Prospectus is now available. Contact **s9(2)(a)** to discuss the opportunities to exhibit and sponsor the 21st NZDIA Forum.

Slides from the Member Meeting Presentations

The slides have been posted into the Line of Defence Portal. Go to [Line of Defence](#) and log in: **s9(2)(b)(ii)**

Next Steps after the Project Update delivered by the NZDF DEI Team at the Member Meeting

Prior to the Member Meeting the team issued an update-see text below in case you missed it. The slides from their presentation are included in the slides loaded up in the NZDIA Line of Defence Portal. See access details above.

The NZDF DEI Team is busy preparing answers to all the questions from attendees at the NZDIA Member meeting last week, after their presentation. We expect the answers to be available at the start of next week.

Text of DEI Update-referred to above

Following our Industry Engagement session held in Auckland on 13th December 2017, we are able to advise you of the indicative timeline for procuring the DEI Professional Services Alliance.

Our intended procurement approach will include a Registration of Interest (ROI), planned to be released via GETS at end Qtr 2 2018. This will be followed by a Request for Proposal (RFP) planned to be released via GETS in Qtr 3 2018. Our evaluation methodology will be focused on capability, capacity and culture and will be achieved in part, through interactive workshops.

DEI are dedicated to partnering with industry to innovate, collaborate and deliver long term proactive stewardship of the Defence Estate. This will ensure we have a fit for purpose and sustainable estate that enables the delivery of Defence outputs. Our vision will be realised by adopting a partnering approach that will enable us to provide services focussed on customer needs, underpinned by the joint capability and capacity of our people and partners, and shared values of: Courage, Commitment and Comradeship."

Register for the next Member Meeting – 5 July Auckland-"What Now and What Next in the Air Domain"

The next NZDIA Member Meeting is being held on 5 July 2018 in Auckland at RNZAF Base Auckland. Further details of the tour, visit and meeting will be included in the event attendance confirmation email. Start time noon. If we are constrained for space NZDIA Members will be given priority. Great time to become a Member if not one already! Drop me a line on jennie.vickers@nzdia.co.nz.

To register to attend the Meeting please click on this link which will take you to the new event management booking system:

[CLICK HERE](#)

Humanitarian Assistance and Disaster Relief (HADR) Start-Up Weekend 20–22 July 2018 in Wellington

This is the perfect opportunity for Members to send younger team members to roll up their sleeves and work alongside Defence personnel in solving problems.

Focus: Developing innovations/business ideas to support HADR operations, both domestically and aboard

What is a Start-Up Weekend:

For those not familiar with Start-Up Weekends, the standard Start-Up Weekend format involves participants turning up on a Friday night and coming with an open mind or presenting their innovation ideas to the rest of the participants. Participants are drawn from a diverse set of backgrounds including but not limited to programmers, designers, engineers, analysts and developers.

From there teams are formed around the most popular ideas. Over the next two days the teams work to refine the ideas and produce Minimal Viable Prototypes (MVPs) of the innovations. These are then presented to a judging panel on the Sunday afternoon and prizes are awarded for the best ideas. If you want a more detailed explanation of the concept please have a look at the links below.

- 1) <https://startupweekend.org/> - Global view
- 2) <https://startupweekend.co.nz/> - NZ view
- 3) <http://communities.techstars.com/new-zealand/wellington> - What the event might look like.

When, where and who?

Starting on the evening of the 20th of July and finishing up on the afternoon of the 22nd and will be a great opportunity to bring together key HADR supporters and innovative thinkers from across the country.

The event will include other NZ Inc partners including NZ Police, Fire & Emergency, Civil Defence, MBIE and MFAT in addition to local councils, universities, the start-up community and industry.

How can individuals and industry get involved?

Attendance: The event requires participants in the teams, subject matter experts and judges for the event:

1. Are there young innovators in your teams who would love to participate in the event and in turn bring insight and value back to your organisation?
2. Do you have subject matter expertise that would add value at the event?
3. Do you have experience in these types of events and be interested in being a judge?

Sponsorship: Everyone supporting the event is a volunteer there is still a requirement to cover costs so there are opportunities to sponsor this event.

To find out more about what value you or your company could add to the event or what sponsorship opportunities exist please contact Tim [REDACTED] at [s9\(2\)\(a\), s9\(2\)\(g\)\(ii\)](#)

NZDF Engineering, Science and Technology Conference – “Enabling the 2025 Integrated Force” 27-28 August 2018

The NZDF **Strategy25** – Integrated Defence Force programme is focused on:

- **Our People:** ensuring we have the right people, with the right skills and experience, to excel in modern military operations;
- **Our Information:** using information as a key asset to deliver our military effects and keep New Zealand secure; and
- **Our Relationships:** making New Zealand more secure and furthering its interests by working more effectively with partners.

The 2018 NZDF Engineering, Science and Technology Conference will provide the opportunity to:

- Directly contribute to the protection of New Zealand's interests and that of our strategic partners.
- Influence the NZDF understanding of emerging ES&T developments and the opportunities these present.
- Strengthen relationships within Defence, industry, academia and OGAs, and provide a growing platform on which you can demonstrate your potential contribution.
- Develop your awareness of those challenges facing the NZDF through direct engagement with key personnel from all across the organisation.

Only together we can deliver the vision of an 'Integrated Defence Force' through a collaborative focus on the developments in Engineering, Science and Technology - success will rely greatly on support from industry and our external parties.

How does industry get involved?

The organising team are working through the themes and topic areas. Once these are finalised we will confirm this to industry and will be offering the following opportunities:

1. Attend the event
2. Technology showcase stand (for specific areas that relate to the topics areas)
3. Sponsorship opportunities

Please send your expressions of interest to be involved in the event to industry@nzdf.mil.nz and confirm which opportunity/opportunities your organisation is interested in. Please ensure you include your name, company and contact details. Please note that presentations from industry will be on an invitation basis only, not as a result of the attendance opportunities listed above.

NZDIAC Minister's Awards for Excellence

The annual NZDIAC Awards nominations are now open. Defence personnel and industry are encouraged to nominate industry colleagues, partners, sub contractors and supply chain members involved in Defence projects and contracts for the Awards.

Nominations are encouraged from suppliers of goods and services to NZDF and MOD who exemplify the Defence Principles. Exemplars who demonstrate the Principles underpinned by the development of a gain-gain relationship based on alignment, long term focus, commitment and trust, should be encouraged in the following categories:

- Provision of service to Defence less than \$15m
- Provision of product to Defence less than \$15m
- Provision of product or service to Defence over \$15m

Special Awards (discretionary award):

- Health & safety initiative of the year - awarded for the strongest overall demonstration of excellence in health and safety carried out by an organisation supplying to Defence; and
- Outstanding contribution to the Defence sector.

To find out more about the winners of the 2017 NZDIAC Awards, follow this link: www.defence.govt.nz/industry-working-with-defence/2017-awards-of-excellence-to-industry/

Full details about categories, nomination forms and further details can be found on GETS [CLICK HERE](#)

[Redacted]

Out of Scope

[Redacted]

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Regards,
Jennie Vickers
CEO
New Zealand Defence Industry Association
www.nzdia.co.nz

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Email Chain 72

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Tuesday, 15 May 2018 7:11 PM

To: Graeme s9(2)(a), s9(2)(g)(ii); HOWARTH DEBBIE, MRS

s9(2)(a), s9(2)(g)(ii) s9(2)(a), s9(2)(g)(ii) s9(2)(a)

s9(2)(a), s9(2)(g)(ii)

Subject: Fwd: AVALON 2019 is Open For Business

Do we want to get choosing a booth now?

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



----- Forwarded message -----

From: AVALON 2019 <comms@amda.com.au>

Date: 15 May 2018 at 19:05

Subject: AVALON 2019 is Open For Business

To: Bernie s9(2)(a)

AVALON 2019, 28 February - 3 March

No Images? Click here

A promotional banner for the AVALON 2019 exhibition. The background is a dark blue space-themed image with a fighter jet in the center, a satellite on the left, and a space station on the right. The text "AUSTRALIAN INTERNATIONAL AIRSHOW AEROSPACE & DEFENCE EXPO" is at the top. Below it, "AVALON 2019" is written in large white letters, followed by "26 FEBRUARY - 3 MARCH" and "AVALON AIRPORT GEELONG". The website "www.airshow.com.au" is at the bottom of the banner.

AVALON 2019 IS OPEN FOR BUSINESS!

AVALON 2019 exhibition and display space is selling fast. Ensure your position at this global business event, attracting senior civil aviation, air transport, aerospace and defence industry, military and government decision-makers from around the world.

The earlier your exhibition or sponsorship package is finalised, the sooner your company's presence will become part of AVALON 2019 international promotion and marketing activities, maximising your company's exposure from the region's premier aerospace industry event.



Exhibition

AVALON 2017 included 664 companies from 25 countries, displaying to more than 33,000 accredited trade visitors and 158 delegations from 28 nations.

The AVALON 2019 team has a range of exhibition and display options to target your market, from chalets to indoor space, wall stands, outdoor areas and aircraft parking.

Whether your market is civil or defence, AVALON 2019 is about doing business.

[Products](#)

[Floorplan](#)



Sponsorship

AVALON 2019 sponsorship will ensure your company is exposed to a pre-show market beyond Australia, including audiences at 12 international airshows across Europe, UK, USA, Singapore, UAE, Indonesia, Malaysia and China, where AVALON 2019 is promoted.

It will also guarantee exposure in the event's electronic newsletters, social media and other marketing materials before, during and after AVALON 2019. Confirm soon to maximise opportunities for exposure.

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Tel: + 61 3 5282 0500


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Email Chain 71

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Friday, 11 May 2018 6:03 PM
To: Graeme s9(2)(a), s9(2)(g)(ii)
Subject: Re: Business Capability Development

Absolutely of course. I am sure they will be members of both. I will identify who and investigate.
J

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s9(2)(a)



On 11 May 2018 at 17:39, Graeme s9(2)(a), s9(2)(g)(ii) wrote:

We need to be careful about what this is though. Its VT's gig, primarily for their members.
G

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Friday, 11 May 2018 5:38 PM
To: Graeme s9(2)(a), s9(2)(g)(ii)
Subject: Re: Business Capability Development

perfect. I promised yesterday we would run a MM there so this is a good start!
J

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



On 11 May 2018 at 17:36, Graeme s9(2)(a), s9(2)(g)(ii) wrote:

This is an event for Venture Taranaki and its members, plus some invited from NZTE contacts in the region.

If you can send me the names of NZDIA members from Taranaki/Wanganui/Manawatu who could be invited then this can be given to VT to send an invitation to.

Graeme

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Friday, 11 May 2018 5:32 PM
To: Graeme **s9(2)(a), s9(2)(g)(ii)**
Subject: Re: Business Capability Development

will look to see if I can get a cheap flight . Would be good to hear the conversation. Should we be encouraging nzdia members to attend?

J

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



On 11 May 2018 at 17:11, Graeme **s9(2)(a), s9(2)(g)(ii)** wrote:

Traveling to Taranaki on morning of 22nd, Air NZ 5035 @ 7.55am. Returning NZ5050 @5.10pm.

You're welcome to attend.

Graeme

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Friday, 11 May 2018 3:42 PM
To: Graeme **s9(2)(a), s9(2)(g)(ii)**
Subject: Re: Business Capability Development

A catch up would be good. Week after next am around most of the time. Maybe I could come to Venture Taranaki with you? what are your travel plans?

J

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



On 11 May 2018 at 14:24, Graeme **s9(2)(a), s9(2)(g)(ii)** wrote:

Hi Jennie,

I would like to give you an update on our defence programme and business capability development. It think it's important that you're aware of NZTE's approach as I am very conscious that NZDIA is looking at delivering some training to its members using the services of Mark s9(2)(a). The approached are complimentary but I think it's important they're in context.

I am in Australia next week but it would be useful to get together soon after. One of the other WIP items is Land Forces and I have had a few enquiries regarding.

Also, s9(2)(a), s9(2)(g)(ii) of MoD and I were recently in Dunedin at the invitation of Gareth s9(2)(a) at s9(2)(b)(ii) to talk with the Dunedin engineering cluster. The discussion was focused on the Australian defence market opportunity, although with Stephanie present it enabled some questions around NZDF's industry engagement to be discussed. We will do a similar meeting in Taranaki on 22 May at the invite of Venture Taranaki – who had become aware of the Dunedin meeting. I should stress I am not doing a national roadshow or any such thing, however I also have folks in Christchurch wanting a similar event. I made a point of encouraging firms to be engaged with the industry association in New Zealand if they want to pursue defence opportunities.

Regards,

Graeme s9(2)(a), s9(2)(g)(ii)
[Redacted]



T s9(2)(a)

s9(2)(a)

W nzte.govt.nz



[Level 6, 139 Quay Street, Auckland 1010](#)
[View location map](#)

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Email Chain 70

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Tuesday, 8 May 2018 7:58 AM
To: Graeme s9(2)(a), s9(2)(g)(ii)
Subject: Re: Automatic reply: Working Group Meeting - Agenda & Action Items

It refers to Easter!

On Tue, 8 May 2018 at 7:56 AM, Graeme s9(2)(a), s9(2)(g)(ii) wrote:
Thanks. That's odd. I'm in Hamilton today.

On 8/05/2018, at 7:36 AM, Jennie Vickers <jennie.vickers@nzdia.co.nz> wrote:
Your auto reply is out of date.

On Mon, 7 May 2018 at 11:46 PM, Graeme s9(2)(a), s9(2)(g)(ii) > wrote:

Kia Ora and thank you for your email. I am in Australia on business through to Easter. I return to the office on Wednesday 4 April. If urgernt I can be contacted on s9(2)(a).

Best Regards,
Graeme s9(2)(a), s9(2)(g)(ii)
New Zealand Trade and Enterprise
s9(2)(a)

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=====
Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



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=====
Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)

Email Chain 69

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Monday, 7 May 2018 11:47 PM

To: Andrew Ford s9(2)(a); Chris Saxby s9(2)(a); Roger Hurst s9(2)(a); Jerry Szulinski s9(2)(a); Josie FitzGerald s9(2)(a); HOWARTH DEBBIE, MRS s9(2)(a), s9(2)(g)(ii); Huntley Wright s9(2)(a), s9(2)(g)(ii); s9(2)(a), s9(2)(g)(ii); Graeme s9(2)(a), s9(2)(g)(ii); Heather s9(2)(a); s9(2)(a)

Subject: Working Group Meeting - Agenda & Action Items

Hi

Please see the Agenda and Action Items for the Working Group Meeting attached to this email.

Kind Regards,

Izzy s9(2)(a) (on behalf of Jennie)



Attachment 1: Notes and Action Items Working Group Meeting

NOTES AND ACTION ITEMS
29 April Draft for comment

of the NZDIA Working Group Meeting
held in Auckland on 28 March 2018

Date	Wednesday 28 March 2018
Timings	1300 hrs Meeting start 1500 hrs Finish
Attendees	Andrew Ford (NZDIA Chair), Chris Saxby (NZDIA Deputy Chair), Heather Deacon (NZDIA Director), Roger Hurst (NZDIA Director), Jerry Szulinski (NZDIA Director), Josie FitzGerald (NZDIA Director), Jennie Vickers (NZDIA Chief Executive Officer), Huntley Wright (MOD), s9(2)(a), s9(2)(g)(ii) (MOD), Charles Lott (NZDF), Debbie Howarth (NZDF) In Attendance: Kate s9(2)(a) (NZDIA Office Manager)
Apologies	s9(2)(a), s9(2)(g)(ii) (MOD) Delayed arrival of Charlie Lott and Debbie Howarth (approx. 1340 hrs arrival)
Venue	The Maritime Room, Auckland

1. Debrief on events held since last meeting

NZDIA

- A follow up meeting was held on 28 February with the Minister of Defence, as referred to in last month's Minutes, with DIAC as an introduction to Malcolm [REDACTED] s9(2)(a) [REDACTED]. While this meeting was not of significant benefit to NZDIA, it was noted that [REDACTED] s9(2)(a) do utilise Defence Force bases from time to time for regional focus meetings which could potentially have NZDIA involvement.
- Work is underway with ADOD building on the workshop last year. Attendance at shows such as CivSec are increasing the profile of NZDIA into National Security as well as Defence.
- Discussions are underway to identify which of our members should be pre-selected for visits by VIPs, to dovetail with ADOD and other similar programmes. These will vary depending on location, duration and aims of VIP visits.

MOD

- See MOD update.

2. MOD Update (*Huntley Wright*)

- s9(2)(g)(i) [REDACTED]
- The White Paper review currently underway is a review of policy settings and significant changes are not anticipated beyond incorporation of climate change as a more significant consideration.
- There are potential changes to be made to the Capability Plan, for example, when current capability renewals will be scheduled. Timeline on this is early 2019.
- s9(2)(g)(i) [REDACTED]
- s9(2)(g)(i) [REDACTED]
- s9(2)(g)(i) [REDACTED]
- Huntly advised that the incoming administration is doing a stocktake which is usual new Government practice. s9(2)(g)(i) [REDACTED]

3. MOD / NZDF upcoming joint activities and projects with industry (*Andrew Ford*)

- Discussion around the participation of MOD in the NZ Inc stand at Land Forces, in conjunction with NZDIA, NZDF and NZTE. Huntley advised that, due to the number of reviews underway

at that time, MOD are unsure of their availability and are unable to commit to the NZ Inc stand. Huntley agreed that, even if there is no MOD participation at the stand, it is essential that there is a commitment of MOD staff to attend and maintain a presence in the vicinity of the stand to support the NZ Inc group.

Note: Charles Lott and Debbie Howarth (NZDF) join the meeting.

4. Invitation to NZTE to join the Working Group (Andrew Ford)

- Andrew outlined NZDIA's proposal around inviting NZTE to participate in the Working Group.
- MOD and NZDF strongly supported having NZTE as a member of the Working Group.
- NZDIA will extend the invitation to NZTE.

5. Forum / Forum theme (Andrew Ford)

- Forum theme of 'Exploring the Role of Industry in National and Regional Security' advised and discussed.
- Discussion around the theme included:
 - The aim of the word "exploring", and therefore the opportunity to be more interactive and engaging, aiming to come out with meaningful quantified outcomes. NZDIA will need to work with NZDF and MOD in relation to how that will look;
 - The likely interest of s9(2)(g)(i) in s9(2)(g)(i) opportunities;
 - Discussion around whether the outcomes from the Forum can be linked back to current MOD capability plan?
 - Discussion around inclusion of NZTE, MPI, MFAT, Customs and all the other agencies in the national security network;
 - Training and development opportunities – for example developing engineering, contemporary approaches to asset management, health etc with unique capabilities, working with education providers;
 - Suggestion of having themed streams for example:
 - Training and education – what part does industry play?
 - Security of the regions-what needs doing what needs to change?
 - Contemporary approaches to asset management;
 - Consideration of NZDF running a side event at the venue, on the day prior or day after the Forum; and
 - Consideration of workshops around Strategy 2025 (NZDF).
- The suggestion of escorted visits for Forum delegates to Linton and / or Ohakea was made to NZDF which received a positive response.
- Discussion around Comms:
 - NZDIA will be creating a strong message in relation to the selected location of Palmerston North;
 - This year the stats around economic development and job creation from the defence sector are even more important;

- Debbie is awaiting advice from NZDIA in relation to a meeting with the Mayor of Palmerston North. Agreed NZDIA and NZDF would look at post Easter dates.
- The Minister wants to be part of the pre-emptive Comms;
- Query around whether NZDIA can get feedback from the Minister's meeting with the Wellington Mayor – Huntley to follow up;
- Jennie has completed the first draft of the Prospectus Intro which is being circulated around the NZDIA Board. The second draft will be circulated around the Working Group early next week.

Action Point:	NZDIA and NZDF to set a date for a meeting with the Palmerston North Mayor. (AP: Jennie / Debbie)
Action Point:	Request copy of feedback from Minister's meeting with Wellington Mayor for review by NZDIA. (AP: Huntley)
Action Point:	Draft Prospectus Intro to be circulated to Working Group (AP: Jennie)
Action Point:	NZDIA initial approach to FigureNZ for help with stats to be continued (AP: Jennie)
Action Point:	Forum ideas to be reported into the Forum Planning Committee and the Event Organising team (AP: Jennie)
Action Point:	Meeting Debbie Howarth Kate s9(2)(a) and Jennie Vickers to be organised to discuss the Forum 2017 survey results and identify opportunities arising from the suggestions and feedback (AP: Jennie)

6. Working Group Meetings (*Andrew Ford*)

With consensus from all around the table that the short time in Working Group meetings should focus on strategic issues future discussion topics to include in the agendas included:

- A discussion on the value proposition for membership of NZDIA from companies involved in Defence and in national Security;
- A discussion on the specific capabilities required for 2025 that NZDIA Members could develop;
- A discussion on articulating what needs to be improved in RFT and other responses to increase quality and how to communicate the gaps so industry can understand what Defence is looking for;
- How should, and could, defence use industry and its ideas differently to help make progress;
- The correct format and approach around unsolicited proposals to ensure there is clarity and fairness and growing trust in the process to encourage innovation;
- Views around internal time costing by NZDF of NZDF people's time;
- Standing Agenda items to include:
 - The NZDIA value proposition for Membership;
 - Industry helping delivery of Strategy 2025 with discussion shaped around:
 - People;
 - Connectedness;
 - Information; and
 - Integrated Defence Force.

Action Point:	Jennie Vickers to set up meeting with Huntley Wright to start to identify the most critical tender weaknesses to enable planning of Forum sessions to address such issues (AP: Jennie)
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Action Point: Jennie Vickers to structure agenda for next working group meeting to reflect this discussion (AP: Jennie)

7. Minutes of last meeting and follow up on items not covered during the meeting (Andrew Ford)

Notes of last meeting noted.

Next meeting Wednesday 09 May 2018

Approved by Jennie Vickers

Chief Executive Officer

20 April 2018

Attachment: Agenda Working Group Meeting 8 May 18 Final

AGENDA

**NZDIA / NZDF / MOD Working Group Meeting
Rydges Hotel Wellington
Wednesday 9 May 2018 at 10.30am**

Timings	10:30 am Meeting start 12 noon Finish
Attendees	Andrew Ford (NZDIA Chair), Chris Saxby (NZDIA Deputy Chair), Roger Hurst (NZDIA), Jerry Szulinski (NZDIA), Josie FitzGerald (NZDIA), Jennie Vickers (NZDIA), Charles Lott (NZDF), Debbie Howarth (NZDF), Huntley Wright (MOD), s9(2)(a), s9(2)(g)(ii) (MOD) Graeme s9(2)(g)(ii) (NZTE) Heather s9(2)(g)(ii) (NZDIA) Via skype / teleconference: TBC In attendance: Izzy s9(2)(a) (NZDIA)
Apologies	TBC
Venue	Rydges Hotel Wellington
Catering	12:00 pm Lunch Provided at venue

Item	Topic	Comments	Time
------	-------	----------	------

1.	Welcome		
2.	Standing Agenda Items	Agree Working Group standing agenda items - what would each stakeholder group like to discuss and not to discuss.	
3.	Forum 'Exploring the Role of Industry in National and Regional Security'	Workshop/discuss Forum workshop and presentation themes, including intended outcomes (this will help target the right sessions for the forum)	5 min
4.	Next Meeting - date and deliverables	5 July 2018 in Auckland	
5.	Other items		

Email Chain 68

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Sunday, 6 May 2018 12:10 PM

To: Mark [REDACTED] s9(2)(a); Graeme [REDACTED] s9(2)(a), s9(2)(g)(ii)

Subject: Training options for NZDIA

Hi

I caught up last week with Tony [REDACTED] s9(2)(a) from BAE. We discussed their Supply Chain Programme which they deliver in Aus funded by CASG. [REDACTED] s9(2)(b)(ii)

If you have a proposal Mark that dovetails in with this programme we can schedule and announce a 2 day programme.

Timing dependant on Sea500 announcement.

Regards

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
[REDACTED] s9(2)(a)



Email Chain 67

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Thursday, 3 May 2018 6:16 PM

To: Debbie Howarth s9(2)(a), s9(2)(b)(ii); Graeme s9(2)(a), s9(2)(g)(ii)

Subject: LandForces

How about we brand our stand New Zealand instead of all names. If we share the cost 3 ways then I will go out and find members to contribute and we share the benefit evenly?

Makes our stand the focal point for all of us ?

Thoughts?

Jennie

--

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)

Email Chain 66

From: Graeme [REDACTED]
Sent: Wednesday, 2 May 2018 10:16 am
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Subject: RE: Technology to track dogs in bush

Looking online it appears the brands sold in NZ are Garmin and SportDog, both US manufactured. Garmin appears to dominate. I can't see any reference to a local manufacturer of devices.

If I hear more I'll let you know.

Graeme

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Tuesday, 1 May 2018 11:41 PM
To: Graeme [REDACTED]
Subject: Technology to track dogs in bush

USA homeland security have grant innovation money for rugged trackers of their hdogs. I have seen on tv pig hunters In Nz using devices. If you can find out who there is possibility of UP to 800k in a grant to develop the technology.

J

--

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
[REDACTED]

Email Chain 65

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Tuesday, 1 May 2018 1:01 PM

To: Graeme s9(2)(a), s9(2)(g)(ii)

Subject: Homeland security USA opps for Nz business



--
Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)

Email Chain 64

From: Jennie Vickers NZDIA CEO s9(2)(a) > On Behalf Of Jennie Vickers NZDIA CEO
Sent: Tuesday, 1 May 2018 10:00 AM
To: *Multiple Recipients
Subject: NZDIA Member Meeting 9 May 2018 Wellington Reminder includes update re DEI Alliance UNCLASSIFIED

[View this email in your browser](#)



Hi

Project Update from the NZDF Defence Estate and Infrastructure Team

The NZDF DEI Team has asked us to share this update with our Newsletter mailing list:

"Defence Estate and Infrastructure (DEI)

Professional Services Alliance - project update

Following our Industry Engagement session held in Auckland on 13th December 2017, we are able to advise you of the indicative timeline for procuring the DEI Professional Services Alliance.

Our intended procurement approach will include a Registration of Interest (ROI), planned to be released via GETS at end Qtr 2 2018. This will be followed by a Request for Proposal (RFP) planned to be released via GETS in Qtr 3 2018. Our evaluation methodology will be focused on capability, capacity and culture and will be achieved in part, through interactive workshops.

DEI are dedicated to partnering with industry to innovate, collaborate and deliver long term proactive stewardship of the Defence Estate. This will ensure we have a fit for purpose and sustainable estate that enables the delivery of Defence outputs. Our vision will be realised by adopting a partnering approach that will enable us to provide services focussed on customer needs, underpinned by the joint capability and capacity of our people and partners, and shared values of:

Courage, Commitment and Comradeship"

Tom **s9(2)(a)** and Ruth **s9(2)(a)** will both be speaking and available to answer questions, at the Member Meeting in Wellington on 9 May. We will capture any slides and Q and A information to share with Members who are unable to attend the meeting. Contact **s9(2)(a)**

Reminder to register for the Member Meeting – 9 May Wellington

The next NZDIA Member Meeting is being held on 9 May 2018 in Wellington. The venue is booked. Details of the venue will be included in the event attendance confirmation email.

We are delighted that Lieutenant General Tim Keating MNZN, Chief of Defence Force, will be joining us for lunch with Helene Quilter Secretary of Defence. As you will have seen by now, CDF's tenure ends on 30 June and this may be our last chance to farewell him, although we are of course working on other May/June opportunities to spend some more time with him.

Our topic for this meeting is "Logistics-Oiling the wheels of the Defence and National Security Machine." Speakers/topics will include:

- Charlie Lott, Chief Joint Defence Services;
- Commander Defence Logistics Command (COMLOG) **s9(2)(a), s9(2)(g)(ii)** Rob **s9(2)(a), s9(2)(g)(ii)** - Logistics Command Update;
- MOD and NZDF Industry Engagement updates;
- Tom **s9(2)(a), s9(2)(g)(ii)** and Ruth **s9(2)(a), s9(2)(g)(ii)** with an update on the NZDF DEI Professional Services Alliance Project;
- Richard Burn representing the Fixed High Frequency Radio Refresh Project, with a project outline; and
- Scott **s9(2)(a)** from **s9(2)(a)** talking about "Autonomous smarts in a driven vehicle - Fonterra case study".

To register to attend the Meeting please click on this link which will take you to the new event management booking system:

Member Meeting Registration [CLICK HERE](#)

Regards,
Jennie Vickers
CEO
New Zealand Defence Industry Association
www.nzdia.co.nz

Email Chain 63

From: Graeme [redacted]
Sent: Monday, 30 April 2018 11:04 am
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Subject: RE: NZDIA NZDF and MOD Working Group

Hi Jennie,

I wasn't anticipating being in Wellington on the 9th.

While I don't need a formal invite to such meetings, it would be useful for some background to assess whether NZTE should be involved. What is the purpose of the NZDIA NZDF and MOD working group? NZTE's role is to assist firms in international markets, so I would only get involved in the working group if it was appropriate. And my remit is also limited to the Australian market.

Do also let me know timing and location of the meeting, then I can assess whether we have someone along.

Cheers
Graeme

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Sunday, 29 April 2018 5:47 PM
To: Graeme [redacted]
Subject: NZDIA NZDF and MOD Working Group

Hi

The next meeting is on 9 May in Wellington in the morning before the MM. I hope this is in your diary?

Do you need a formal invite from NZDIA on behalf of the working group ? If so who should I address it to?

Thanks

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
[redacted]



Email Chain 62

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Friday, 27 April 2018 4:58 PM
To: Graeme s9(2)(a), s9(2)(g)(ii)
Subject: Re: Civsec 2018

Hi
I will keep you posted on attendance etc.
Please can you promote NZDIA Membership and the Forum.

Thanks
Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)

On Fri, 27 Apr 2018 at 3:50 PM, Graeme s9(2)(a), s9(2)(g)(ii) wrote:

Hi Jennie,

I don't know of any NZ firms attending CivSec 2018. We haven't heard from any of our customers in the cybersecurity space that they will be attending, although it's possible that we may have missed, or not been told, of someone going along.

Consequently I don't expect any of my Melbourne colleagues will be at the conference as it's a commitment away from their other work for no real connection with a NZ firm. I will be keen to get your readout from the conference and any key messages that it would be useful to weave into our work to build awareness and understanding of the defence market opportunity in Australia.

All the best. I'll be in Dunedin Monday and Tuesday and will be talking to a number of our customers there.

Best regards,

Graeme s9(2)(a), s9(2)(g)(ii)

s9(2)(a)

s9(2)(a)

w nzte.govt.nz



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Email Chain 61

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Tuesday, 24 April 2018 3:48 PM

To: [redacted] Ian, [redacted] S.9(2)(k)

Cc: Graeme [redacted] s9(2)(a), s9(2)(g)(ii)

[redacted] s9(2)(a), s9(2)(g)(ii) ; Howarth Debbie, Mrs [redacted] s9(2)(a), s9(2)(g)(ii)

[redacted] Mike (CBA) [redacted] s9(2)(a), s9(2)(g)(ii) ; [redacted] Mark (AUS)

[redacted] s9(2)(a), s9(2)(g)(ii)

Subject: Re: 2018 Defence Industrial Capability Plan unclassified

Hi

This is a mighty tome and I had been nervous awaiting the publication that they would try and pull back on their commitments!

I am working my way through the docs.

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

[redacted] s9(2)(a)



From: Graeme [redacted] s9(2)(a), s9(2)(g)(ii)

Sent: Tuesday, 24 April 2018 3:46 pm

To: [redacted] Mark (AUS) [redacted] s9(2)(a), s9(2)(g)(ii) ; [redacted] Ian, [redacted]

[redacted] S.9(2)(k) ; Jennie Vickers <jennie.vickers@nzdia.co.nz>; [redacted] s9(2)(a), s9(2)(g)(ii)

[redacted] s9(2)(a), s9(2)(g)(ii) ; Howarth Debbie, Mrs [redacted] s9(2)(g)(ii), s9(2)(a)

[redacted] s9(2)(a), s9(2)(g)(ii) Mike (CBA) [redacted] s9(2)(a), s9(2)(g)(ii)

Cc: [redacted] Andrea (AUS) [redacted] s9(2)(a), s9(2)(g)(ii) ; [redacted] Lisa (AUS)

[redacted] s9(2)(a), s9(2)(g)(ii) ; Sharon-May [redacted] s9(2)(a), s9(2)(g)(ii)

[redacted] Chris (CBA) [redacted] s9(2)(a), s9(2)(g)(ii)

Subject: RE: 2018 Defence Industrial Capability Plan unclassified

You bet. Thanks Mark.

Apols to Chris and Sharon-May, should have included you on the first round.

From: [redacted] Mark (AUS) [redacted] s9(2)(a), s9(2)(g)(ii)

Sent: Tuesday, 24 April 2018 3:43 PM

To: [redacted] s9(2)(g)(ii) Ian, [redacted] S.9(2)(k) ; Graeme [redacted] s9(2)(a), s9(2)(g)(ii)

[redacted] Jennie Vickers <jennie.vickers@nzdia.co.nz>; [redacted] s9(2)(a), s9(2)(g)(ii)

[redacted] s9(2)(a), s9(2)(g)(ii) ; Howarth Debbie, Mrs

[redacted] s9(2)(a), s9(2)(g)(ii) ; [redacted] Mike (CBA) [redacted] s9(2)(a), s9(2)(g)(ii)

Cc: [redacted] Andrea (AUS) [redacted] s9(2)(a), s9(2)(g)(ii) ; [redacted] Lisa (AUS)

[redacted] s9(2)(a), s9(2)(g)(ii)

Subject: RE: 2018 Defence Industrial Capability Plan unclassified

[UNCLASSIFIED]

That's the best footnote I've seen in a long while...

On 24 April 2018 at 15:39, [redacted] Ian, [redacted] s9(2)(a), s9(2)(g)(ii), s9(2)(k) wrote:
Thanks Graeme – have just been going through the release as well; as you say good to see the explanation in black and white.

Cheers,

Ian

[redacted] Ian [redacted]

New Zealand Defence Staff, Canberra

s9(2)(a) s9(2)(a)

www.nzdf.mil.nz



A FORCE FOR NEW ZEALAND

From: Graeme s9(2)(a), s9(2)(g)(ii)
Sent: Tuesday, 24 April 2018 1:37 p.m.
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>; s9(2)(a), s9(2)(g)(ii)
s9(2)(a), s9(2)(g)(ii); Howarth Debbie, Mrs s9(2)(a), s9(2)(g)(ii)
s9(2)(a), s9(2)(g)(ii) Ian, s9(2)(g)(ii), s9(2)(k); s9(2)(a), s9(2)(g)(ii) Mike (CBA)
s9(2)(a), s9(2)(g)(ii); s9(2)(a), s9(2)(g)(ii) Mark (AUS) s9(2)(a), s9(2)(g)(ii)
Subject: 2018 Defence Industrial Capability Plan

I am pleased to see that section 1.7 of the just released Australian Government 2018 Defence Industrial Capability Plan contains the following, even if by footnote. This really helps anchor our work to support New Zealand firms into Australian defence supply chains.

1.7 The Plan updates the definition of Australian defence industry' to emphasise that having a domestic capability and investment is important to be considered part of our defence industry. The Plan sends a clear message to international companies and partners wanting to do business with Defence that we expect them to invest in our country and our industrial capability. It recognises that transforming Australia's defence industry requires sustained effort and further work from both Government and industry, and that this Plan is part of a long-term goal to build an industrial base that is resilient, internationally competitive, innovative and high-tech to meet Australia's defence capability needs and national economic goals.

Australian defence industry includes New Zealand entities consistent with the Australia-New Zealand Closer Economic Relations Trade Agreement.

Regards,

Graeme s9(2)(a), s9(2)(g)(ii)



**NEW ZEALAND
TRADE & ENTERPRISE**
Te Taurapa Tūhono

s9(2)(a)

s9(2)(a)

W nzte.govt.nz



[Level 6, 139 Quay Street, Auckland 1010](#)

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Email Chain 60

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Sunday, 29 April 2018 11:43 AM
To: Graeme s9(2)(a), s9(2)(g)(ii)
Subject: Fwd: 2018 April NZDIA Newsletter and CIVSEC

FYI

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



----- Forwarded message -----

From: Martin s9(2)(a)
Date: 26 April 2018 at 15:53
Subject: RE: 2018 April NZDIA Newsletter and CIVSEC
To: Jennie Vickers CEO NZDIA <jennie.vickers@nzdia.co.nz>

Hi Jenny,

Thank you for your newsletters. I hope that we can meet at CIVSEC next week.

Professor Joe s9(2)(a) and I will be presenting at the Expo Theatre at 1.30pm on Tuesday. Or you can drop by our Pod 16 in the SME area.

Regards,

Martin s9(2)(a)

Manuka Projects



Phone: s9(2)(a)

s9(2)(a)

Web: www.manukaprojects.com.au

PO Box 3548, MANUKA. ACT. 2603. AUSTRALIA.

Attachment: Manuka Projects Poster A3 20180424

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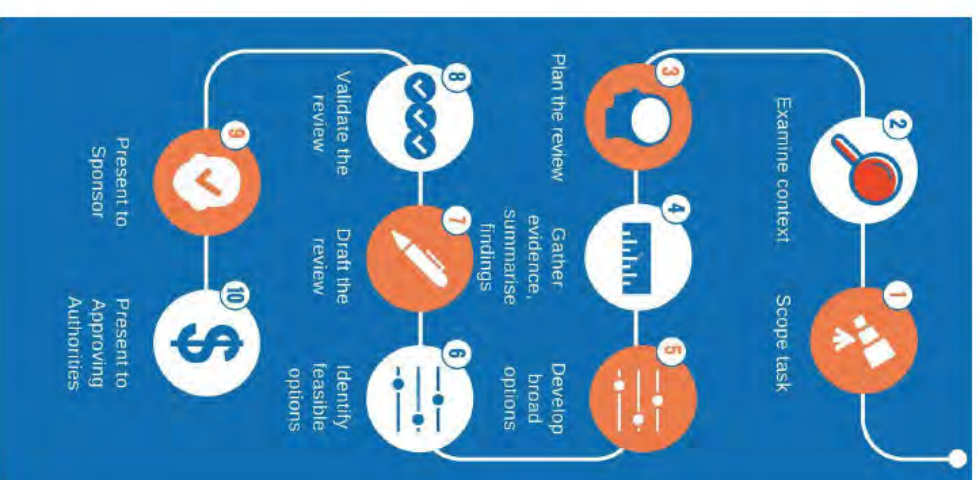


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- We can be contracted by federal government agencies via:
- Defence Simulation Support Panel (SSP), standing offer number: SON 3412268
 - Defence Support Services (DSS) panel, standing offer number: SON 3485107
 - Defence CIOG ICTPA panel



Email Chain 59

From: Graeme [redacted]
Sent: Friday, 20 April 2018 3:07 pm
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Subject: FW: TechStars - Accelerator Applications

Hi Jennie,

As mentioned attached is the Techstars application pack for circulation to your members. Applicants should go to <https://www.techstars.com/startup-accelerator/>. We are really keen to hear from any of your members who are interested in this programme or chose to make an application. NZTE is looking to establish a broader partnership with Techstars, which is a global network of technology accelerators, with Adelaide local and important for its defence linkages.

This round of applications close on 13 May, and I understand it's a straightforward application process.

Best regards,

Graeme [redacted]



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T [redacted]

[redacted]

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Level 6, 139 Quay Street, Auckland 1010
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New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.

Attachment One: Travel Packet PDF



techstars®

ADELAIDE ACCELERATOR

2 King William Street, Floor 1
Adelaide, South Australia
5000

Global Recruiting Tour 2018

THALES



 CODAN
DEFENCE ELECTRONICS





Who we are



Terry Gold, Managing Director

Chris Chang, Program Manager

"We're investing in 10 companies and will give them an unforgettable 13-week acceleration program in Adelaide along with a lifetime of support."

-Terry Gold, Managing Director, Techstars Adelaide

Techstars is the **worldwide network** that helps entrepreneurs succeed. Techstars runs 39 accelerator programs across the globe focused on **mentor driven acceleration**. You can learn more about Techstars programs at www.techstars.com.

Techstars companies
by the numbers

1274

Total Companies

90%

Active or Acquired

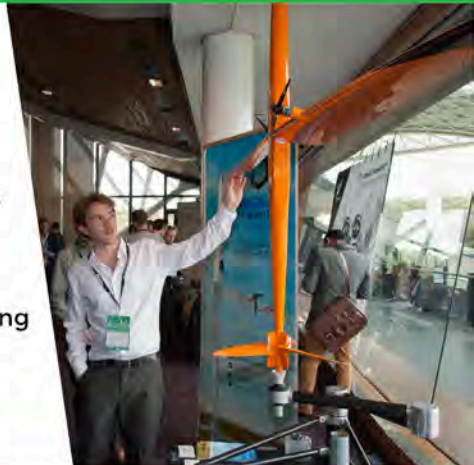
\$4.4B

Total Funding

\$11.4B+

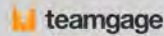
Market Cap

At Techstars Adelaide, we focus on startups building innovative technologies in the security and defence sectors, which include applications in IoT, Big Data, Sensors and Cyber Security. We partner with Boeing Defence Australia, Saab Australia, Thales and Codan Defence Electronics to bring the best industry experience and expertise to our founders.



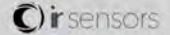
Techstars accelerators offer an intensive 13-week program designed to provide funding, create an environment conducive to growing your startup and surround you with people who will mentor, inspire and challenge you. Looking back at 2017, it's important to realize that the majority of the technologies running through our program were not exclusive to defence and security. Each featured important industry applications but also offered strong commercial products and services.

#TSAdelaide 2017




Dotterel




Key 2018 Program Dates

3 March, 2018 - Applications Open
13 May, 2018 - Applications Close
10 September, 2018 - Program Start
11 December, 2018 - Demo Day

2018 Recruiting Tour Locations

Adelaide, SA	Auckland, NZ
Melbourne, VIC	Toulouse Paris, FR
Brisbane, QLD	Berlin Munich, DE
Sydney, NSW	Tel Aviv, Israel
Auckland, NZ	

We're looking for 10 great companies

Over the next three months we'll be hosting office hours, in person and virtually, to talk to any startup interested in a Techstars accelerator. We want to talk to everyone—we're here to support entrepreneurship as a whole and want to be as accessible as possible! Know a startup interested in chatting? Please forward them to our office hours request form: <http://bit.ly/tsadelaideofficehours>



Company Opportunities



Techstars connects founders to the right networks. Through 13-weeks of acceleration, we'll push founders to refine their pitches, learn how to best communicate with stakeholders and strengthen their networks. Beyond Demo Day, we connect our portfolio companies to a global network, creating a founder support system for life.



Core Values

We're here to build communities.

#Givefirst is a core value at Techstars, we believe in giving before you get. It's the way we treat founders and build our programs. We put **diversity and inclusion** first to ensure entrepreneurship is accessible and we're reaching the best people. Once you are in with Techstars, you're **Techstars for Life**.



Thank you for your support of Techstars Adelaide! Please don't hesitate to contact Chris (chris.chang@techstars.com) if you have any questions about the Techstars Adelaide program or ways that Techstars Adelaide can help you.



Begin forwarded message:

From: "Peter s9(2)(a), s9(2)(g)(ii)"

To: "***Investment NZ Companies Team" <InvestmentNZCompaniesTeam@nzte.govt.nz>

Subject: TechStars - Accelerator Applications

Hi all,

TechStars, an accelerator based in Adelaide, is seeking companies and founders for their 2018 program. They are very keen to have more kiwi companies involved, with Terry s9(2)(a) recently visiting NZ. NZ company s9(2)(b)(i) went through the program previously.

Previously the focus has been on Defence and Cyber security Tech ('loosely') however this has now broadened and the TechStar mandate includes IOT, data, sensors, amongst other unique tech etc. They have taken companies from a 'late idea with a team' through to companies that have completed a Series A round. Their key focus is on the team. The program is a 3 month mentor driven accelerator, investing \$120K and access to the Global TechStars network.

<https://www.techstars.com/startup-accelerator/>

If you have any companies that may be interested and fit the above, feel free to pass on directly and get the company to apply online. Keep me posted on any of our companies that apply so we can better leverage our relationship with TechStars.

If you need further details let me know.

Many thanks,
Pete

Email Chain 58

From: Graeme [redacted]
Sent: Friday, 20 April 2018 10:17 am
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Subject: FW: Market Capability Assessment: Advanced Autonomy Platform Technology Project

Hi Jennie,

Our Queensland office received this notification from ICN Queensland regarding Boeing's Advanced Autonomy Platform Technology Project. It would be worth circulating this to your members, those who have a capability in the areas listed below should consider submitting an EOI via the ICN Gateway to ensure they are captured for further communication.

Although this is a Queensland initiative suppliers to Boeing need not be Queensland based, albeit I expect that Boeing will require a local presence (a representative/partner) of some sort in due course.

Graeme

From: ICN Info [redacted] **On Behalf Of** ICN Info
Sent: Wednesday, 18 April 2018 1:20 PM
To: Stuart [redacted]
Subject: Market Capability Assessment: Advanced Autonomy Platform Technology Project



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Market Capability Assessment:
Advanced Autonomy Platform Technology Project
Closing Date: 23 April 2018

About Boeing Defence Australia

Boeing Defence Australia, a wholly owned subsidiary of The Boeing Company, is an integral part of the Asia-Pacific defence industry and the partner of choice for some of Australia's largest and most complex Defence projects.

The Company's 2000-plus employees at 14 Australian sites and three international locations bring the 'Best of Boeing' products and services into the Australian market and take the best of Australia into Boeing's global supply chain to provide a range of valued, through-life service solutions to its customers.

Advanced Autonomy Platform Technology Project

Following a new partnership agreement with the Queensland Government through its Advance Queensland initiative, Australia will be home to Boeing's largest autonomous systems development program outside of the United States. This program forms part of Boeing's global growth strategy to accelerate game-changing autonomous technology for commercial and Defence systems.

Over the next three years, the rapid innovation program will see Boeing develop next-generation autonomous systems capability in Australia to increase the independent operation of air and sea vehicles. In keeping with the Queensland Government's clear vision to invest in advanced technology industries for jobs growth and with the State's innovation culture and talented network of local suppliers, Boeing will work with small-to-medium sized Queensland businesses to develop transformative 'brain-on-board' technology.

Queensland	Supplier	Industry	Days
Boeing Defence Australia are hosting supplier industry days in Brisbane (Friday, 27 April) and Townsville (May) to engage with Queensland-based small-to-medium enterprises (SMEs) with the capabilities to support upcoming work packages as part of the Advanced Autonomy Platform Technology Project.			

Expressions of Interest (EOI) received will be used by Boeing Defence Australia to formulate the invitation lists for these events. Businesses with the capability, capacity and track record to provide one or more elements of the scope requirements are encouraged to register their interest via the ICN Gateway as detailed below.

Scope Requirements

Boeing Defence Australia is seeking information regarding market capability for the supply of autonomy-related products and services as follows:

Autonomy

- Flight Control Computer software
- Ground Control Stations
- Ground movement anti-collision systems
- In-flight vehicle anti-collision systems
- Autonomous flight software services
- Multi-source data fusion software (see sensors for sources)
- Augmented Reality – software development services to support Augmented Reality hardware

Sensors

- Low size, weight and power flight-certified sensors:
 - EO/IR (Electro-Optic/Infra-Red)
 - Hyperspectral
 - Multi-Spectral
 - RADAR (Radio Detection and Ranging)
 - LIDAR (Light Detection and Ranging)
 - ESM (Electronic Surveillance Measures)
- Sensor fusion

Communications

- Low size, weight and power flight-certified communications antennas:

- RF (Radio Frequency)
- Laser
- SATCOM (Satellite Communications)
- Antenna Design/Manufacture
- IP-based Protocols (Internet Protocols)
- Mesh networking (link IP radio & IP-based protocols)
- Multi-link routing
- Low probability of Intercept (LPI) communications
- Wide bandwidth radio
- Telemetry systems
- Flight test equipment

Cyber Security

- On-board systems physical and cyber security systems or software
- Data-link security systems or software
- Anti-Tamper systems or software

Test and Evaluation

- Lab facilities electrical fitout (MIL-STD-704 Avionics test systems)
- Test System Design
- Electromagnetic interference/electromagnetic compatibility (EMI/EMC) chambers for DO-160 / MIL-STD-461 testing of assemblies
- Environmental testing to MIL-STD-810 testing of assemblies
- Ground Control Vehicle (for mobile ground control station)

PCB Design and Manufacture

- DO-254 process board manufacture
- MIL-STD-461 testing of assemblies
- MIL-STD-810 testing of assemblies
- Cable design and manufacture

Instructions to Suppliers

If your business possesses the capability, capacity and track record to perform one or more elements of the stated scope of work, please submit a registration of interest via the ICN Gateway at www.boeingdefenceaustralia.icn.org.au.

Please ensure that:

- Your company profile on ICN Gateway is complete, up-to-date and accurate
- You register your interest as a Full Scope or Partial Scope supplier (where applicable), and
- You respond to all project-specific questions via the ICN Gateway.
- You submit your EOI by 11:59pm AEST on Monday, 23 April 2018.

Other Information

- Scope requirement is indicative only and is intended to be used as a summary description of work which may be required by Boeing Defence Australia and may be subject to change.
- Suppliers should note that this is a market capability exercise only and is not an offer to tender or an offer to contract.
- Submission of an expression of interest in response to this market capability assessment (MCA) does not guarantee a position on any event invitation list. Inclusion or exclusion from any event invitation list shall be at Boeing Defence Australia's sole discretion.
- Boeing Defence Australia reserves the right, at any time and at its sole discretion, to (i) accept, reject or refuse to consider any submission (or part thereof), whether or not it complies with the requirements of this MCA; (ii) vary, modify, supplement, suspend or terminate this MCA; and (iii) take any action it considers appropriate in relation to this MCA.

- By submitting a proposal, you confirm (i) acceptance of the terms of the MCA; and (ii) that all information included in the proposal is true and accurate.

Contact

Please contact the Industry Capability Network Queensland on +61 (7) 3364 0670 should you have any enquiries regarding this scope of work.

More information about Boeing Defence Australia can be found on their website:
www.boeing.com.au/boeing-in-australia/subsidiaries/boeing-defence-australia.page



Queensland
Government



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Email Chain 57

From: Jennie Vickers CEO NZDIA s9(2)(a) On Behalf Of
Jennie Vickers CEO NZDIA
Sent: Thursday, 19 April 2018 7:05 PM
To: *Multiple Recipients
Subject: 2018 April NZDIA Newsletter with key dates and action required UNCLASSIFIED

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Hi

This latest NZDIA Newsletter is coming to you because we have you in our database. If you do not want to receive any communications ever from us, please email admin.support@nzdia.co.nz and we will remove you from all lists. Unsubscribing using the link at the end of this newsletter will only remove you from one list and we would never want to annoy anyone by still communicating after they had waved us goodbye. Hoping there is of enough interest this month to keep you subscribed. If you would like colleagues added to the mailing list, we would be delighted to, please email admin.support@nzdia.co.nz

In this April 2018 Newsletter we cover:

- May 9 2018, Member Meeting in Wellington - details for registering to attend;
- CIVSEC2018 in Melbourne 1-3 May 2018;
- Follow up to Member Meeting in Auckland, March 2018;
- Calendar of Events for 2018;
- Forum 2018;
- NZDF Engineering Conference - Update;
- Humanitarian Assistance and Disaster Relief (HADR) Start-Up Weekend 20–22 July 2018 in Wellington;
- RSA 2018 Poppy Appeal and Tower de Force;
- Line of Defence Autumn and Winter and new Editorial Board;
- Follow up to activities in March; and
- Tower de Force details.

Member Meeting – 9 May

The next NZDIA Member Meeting is being held on 9 May 2018 in Wellington. The venue is booked, but if we have high demand we may need to move. Details will be in the event attendance confirmation email.

We are delighted that Lieutenant General Tim Keating MNZN, Chief of Defence Force, will be joining us for lunch with Helene Quilter Secretary of Defence. As you will have seen by now, CDF's tenure ends on 30 June and this may be our last chance to farewell him, although we are of course working on other May/June opportunities to spend some more time with him.

Our topic for this meeting is "Logistics-Oiling the wheels of the Defence and National Security Machine." Speakers/topics will include:

- Charlie Lott, Chief Joint Defence Services;
- Commander Defence Logistics Command (COMLOG) [redacted] Rob [redacted] - Logistics Command Update;
- MOD and NZDF Industry Engagement updates;
- Richard Burn representing the Fixed High Frequency Radio Refresh Project, with a project outline; and
- Scott [redacted] from [redacted] s9(2)(a) talking about "Autonomous smarts in a driven vehicle - Fonterra case study".

To register to attend the Meeting please click on this link which will take you to the new event management booking system:

<https://www.onlineforms.co.nz/votingmodule/VOTING1/f/1218236/17f1/?msig=d1bd07187624eed81b3c4d279fc7f761>

CIVSEC

CIVSEC 2018 the Civil Security Congress and Exposition is being held in Melbourne this year from 1-3 May 2018. The theme for CivSec this year is "Security, Safety and Sovereignty for the Indo Asia Pacific." <https://www.civsec.com.au/>.

I will be attending with a rep from NZTE. In view of our theme for the NZDIA Forum 2018, I will be hunting out speakers, exhibitors and potential sponsors. We will be delighted to catch up with you if you are attending, visit you if you are exhibiting or help you if you cannot attend. Please contact me if we can assist in identifying opportunities or making connections for you.

Follow up to Member Meeting held in March

We had a great Member Meeting in March in Auckland with more than 100 attendees enjoying the presentations, networking and future focus. Our topic of 'Tech meets Industry' was well traversed by a number of presentations, and we've had overwhelmingly positive feedback on the afternoon.

If you would like copies of the presentations, please have a look at the NZDIA portal on DEFSEC Media's website (<http://www.defsecmedia.co.nz/>) or contact us (events@nzdia.co.nz) to have the presentations emailed to you. Please also contact us on our events email address if you would like contact details of any of our speakers or login details to the DefsecMedia portal.

Calendar of Events 2018

Upcoming confirmed dates are:

- 9 May- Member Meeting-Wellington
- 5 July - Member Meeting Auckland
- 20-22 July Humanitarian Assistance and Disaster Relief (HADR) Start-Up Weekend 20–22 July
- 28-29 August NZDF Engineering Conference (please check you do not have this down as September)
- 4-6 September Land Forces Adelaide
- 8-9 September - Auckland Build Expo
- 20 September - Member Meeting - Wellington
- 30/31 Oct and 1 November - NZDIA Forum
- 31 October - NZDIA AGM
- 29 November - Member Meeting - Auckland

We are still working on dates for the Members only Executive Defence Lunch and a reception in the Beehive and will let you know as soon as possible when these are locked in. We are also looking at June/July dates to kick off training to assist industry with opportunities to supply into Australia.

If you are not a Member yet and would like to attend these special events please contact us on jennie.vickers@nzdia.co.nz.

We are working on how to start adding calendar invite links to our newsletters to enable us to keep members better informed of any venue or other changes to member meetings. Some people may however need to send us an extra email address if their digital calendar does not link to the email address we use for emailing you. If this is you, please send us an extra email address and we will send newsletters to both addresses.

Forum 2018

A confirmation email regarding the venue, date, theme, sponsorship and exhibitor options will come out in the next few days. The confirmed date is 30-31 October and 1 November in Palmerston North. Please put these dates in your diary, allocate money into your budgets and keep an eye out for the further details.

Please let us know of any colleagues who should be on the mailing list.

NZDF Engineering, Science and Technology Conference – “Enabling the 2025 Integrated Force” 27-28 August 2018

The NZDF **Strategy25** – Integrated Defence Force programme is focused on:

- **Our People:** ensuring we have the right people, with the right skills and experience, to excel in modern military operations;
- **Our Information:** using information as a key asset to deliver our military effects and keep New Zealand secure; and
- **Our Relationships:** making New Zealand more secure and furthering its interests by working more effectively with partners.

The 2018 NZDF Engineering, Science and Technology Conference will provide the opportunity to:

- Directly contribute to the protection of New Zealand’s interests and that of our strategic partners.

- Influence the NZDF understanding of emerging ES&T developments and the opportunities these present.
- Strengthen relationships within Defence, industry, academia and OGAs, and provide a growing platform on which you can demonstrate your potential contribution.
- Develop your awareness of those challenges facing the NZDF through direct engagement with key personnel from all across the organisation.

Only together we can deliver the vision of an 'Integrated Defence Force' through a collaborative focus on the developments in Engineering, Science and Technology - success will rely greatly on support from industry and our external parties.

How does industry get involved?

The organising team are working through the themes and topic areas. Once these are finalised we will confirm this to industry and will be offering the following opportunities:

1. Attend the event
2. Technology showcase stand (for specific areas that relate to the topics areas)
3. Sponsorship opportunities

Please send your expressions of interest to be involved in the event to industry@nzdf.mil.nz and confirm which opportunity/opportunities your organisation is interested in. Please ensure you include your name, company and contact details. Please note that presentations from industry will be on an invitation basis only, not as a result of the attendance opportunities listed above.

Humanitarian Assistance and Disaster Relief (HADR) Start-Up Weekend 20–22 July 2018 in Wellington

Focus: Developing innovations/business ideas to support HADR operations, both domestically and aboard

What is a Start-Up Weekend:

For those not familiar with Start-Up Weekends, the standard Start-Up Weekend format involves participants turning up on a Friday night and coming with an open mind or presenting their innovation ideas to the rest of the participants. Participants are drawn from a diverse set of backgrounds including but not limited to programmers, designers, engineers, analysts and developers.

From there teams are formed around the most popular ideas. Over the next two days the teams work to refine the ideas and produce Minimal Viable Prototypes (MVPs) of the innovations. These are then presented to a judging panel on the Sunday afternoon and prizes are awarded for the best ideas. If you want a more detailed explanation of the concept please have a look at the links below.

- 1) <https://startupweekend.org/> - Global view
- 2) <https://startupweekend.co.nz/> - NZ view
- 3) <http://communities.techstars.com/new-zealand/wellington> - What the event might look like.

When, where and who?

Starting on the evening of the 20th of July and finishing up on the afternoon of the 22nd and will be a great opportunity to bring together key HADR supporters and innovative thinkers from across the country.

The event will include other NZ Inc partners including NZ Police, Fire & Emergency,

Civil Defence, MBIE and MFAT in addition to local councils, universities, the start-up community and industry.

How can individuals and industry get involved?

Attendance: The event requires participants in the teams, subject matter experts and judges for the event:

1. Are there young innovators in your teams who would love to participate in the event and in turn bring insight and value back to your organisation?
2. Do you have subject matter expertise that would add value at the event?
3. Do you have experience in these types of events and be interested in being a judge?

Sponsorship: Everyone supporting the event is a volunteer there is still a requirement to cover costs so there are opportunities to sponsor this event.

To find out more about what value you or your company could add to the event or what sponsorship opportunities exist please contact Tim s9(2)(a) at innovation@NZDF.mil.nz

RSA 2018 Poppy Appeal and Tower de Force - still time to contribute before and after Friday

We sent out an email to NZDIA Members this week about the 2018 RSA Poppy Appeal and Tower de Force event both on 20 April. In case you did not see it and are interested in showing your support the email text is set out at the very end of this email.

There is still time to pick a service team to support and provide a donation to the RSA, in the name of. I have got the ball rolling with my own pocket money but the RSA and the services teams need more of your support.

The RSA branches need help still with collectors across the country. If you are able to help, the list of RSA branches is at, <https://www.rsa.org.nz/find-an-rsa> Find your closest RSA and contact them directly.

Debbie Howarth and I will be collecting Friday around the Sky Tower and supporting all the teams in the Tower de Force. Happy to take donations then as well.

Donation links are:

Air Force: <https://givealittle.co.nz/fundraiser/tower-de-force-nz-air-force-to-rise>

Army: <https://givealittle.co.nz/fundraiser/tower-de-force-nz-army-to-rise-to-the-challenge>

Navy: <https://givealittle.co.nz/fundraiser/tower-de-force-nz-navy-to-rise-to-the-challenge>

Line of Defence Autumn Edition and Winter Edition

Line of Defence Magazine's Autumn edition was published mid-March. If you don't subscribe to it in print, you can download the magazine pdf or view articles on the DEFSEC Media website (www.defsecmedia.co.nz). Minister Ron Mark and Opposition Defence Spokesperson Mark Mitchell both wrote in the Autumn issue, and there's an interview with Chief of Army and other worthwhile content.

The Winter edition, due out in June, will include a wrap-up from CIVSEC 2018 and an appetiser for FORUM 2018. To be published as a 'National Security Conference

special edition', it will also contain several articles by senior officials and practitioners who spoke at the biennial event hosted recently in Auckland by Massey University's Centre for Defence and Security Studies.

NZDIA members are eligible for very favourable special rates for advertising and sponsoring content in Line of Defence and with DEFSEC Media online. If you are interested, you can email editor Nick s9(2)(a) at s9(2)(a).

We will be adding slide packs from the Massey National Security Forum when we are given permission by the authors.

Line of Defence Editorial Board-Invitation to participate

Line of Defence Magazine is well known to NZDIA Members and friends. It is a New Zealand B2B/B2G magazine featuring editorial and advertising of interest to readers in the Defence and National Security sectors.

Line of Defence's editorial mission is to enhance New Zealand's national security through discourse that supports informed business decision-making and government policy-making. The magazine aims to achieve this by linking government and defence with business solutions and academic analysis across the national security ecosystem. It is essentially a combination of three interrelated aims:

- Provide information of value to suppliers within New Zealand's defence sector
- Produce analysis on issues affecting New Zealand's defence and national security
- Promote the work of NZ Government, Defence, supplier and academic stakeholders

It is proposed that an Editorial Board be established, consisting of persons recognised nationally within their professions as having high-level seniority and expertise in an area covered by the magazine. It is expected that the Board will also be broadly representative of the magazine's major stakeholder groups.

NZDIA has been invited to nominate people to the Board and we would be interested to hear from anyone who might be interested in participating. We have a longer briefing paper on the subject. Please email contact@nzdia.co.nz for further information.

Follow up to NZDIA Member activities in March

Divisions

NZDIA had the honour of attending Naval Divisions at Devonport before Easter. This was a memorable first for me and for many of the 40 NZDIA Members who accepted the kind invitation of Rear Admiral John Martin, Chief of Navy. Thanks to Debbie Howarth, Director Industry Engagement NZDF for proposing this opportunity for NZDIA Members and making it happen. We are looking forward to next year.

NASA Astronaut Mike Hopkins

We had a short notice opportunity to host NASA Astronaut Mike Michael S. Hopkins to meet NZDIA Members in Auckland on a Sunday evening.

Mike was selected by NASA as an astronaut in 2009. The Missouri native was member

of the Expedition 37/38 crew and has logged 166 days in space. He launched from the Baikonur Cosmodrome in Kazakhstan to the International Space Station in September 2013. During his stay aboard the station, he conducted two spacewalks totalling 12 hours and 58 minutes to change out a degraded pump module. He holds a Bachelor of Science in Aerospace Engineering from the University of Illinois and a Master of Science in Aerospace Engineering from Stanford University. Hopkins currently supports International Space Station Operations at the Johnson Space Center.

We had an engaging evening hearing from Mike and had lots of time for questions. We had a good number of young people with us who have gone away inspired and will be looking for space work opportunities down the track.

If you have an interest in space we are going to establish a special mailing list in case such opportunities arise again in the future. Let us know at admin.support@nzdia.co.nz if you have a particular interest and we will keep you informed.

Tower de Force-repeat of last week's mailout to NZDIA Members

On 20 April (tomorrow) teams from Army, Navy, Air Force, St Johns, Police, Fire & Emergency, the SKYCITY Rigging Team and a group of NZDF Contemporary Veterans will battle it out in a contest of skill, agility, teamwork, stamina and strength at 'Tower De Force', held at the SKYCITY Sky Tower in Auckland.

The Tower De Force Challenge includes wide ranging gruelling physical elements, starting with a military skills course at the base of Sky Tower, moving up the Tower to complete a First Aid challenge, racing to the top of the Tower to remove a flag from the top of the mast, before partially descending the Tower and abseiling to its base. Teams consist of six members, two of whom must be women.

Who will be champion this year – will Navy retain its hold on the Shield won at the inaugural event in 2017? Will Army or Air Force topple them from the podium? Or will one of the other teams beat all three of our Defence teams?

Who will get your support – Army, Navy or Air Force?

Tower De Force has been put together by SKYCITY and the Auckland RSA as an additional fundraising event to support the national annual Poppy Appeal which will be raising funds to support New Zealand Veterans (past and present), their families and dependants.

Not only are NZDF teams competing physically, they're also competing to be the top NZDF fund raising team. All funds raised go directly to the Auckland RSA, who will use it for the welfare and support of our Veterans, and the currently serving men and women of our Defence Force.

New Zealand now has 41,000 veterans – the most at any time since the end of the Second World War, and nearly three quarters of those veterans have served in overseas deployments since the Vietnam War.

To add to the competition between the services, we have created an opportunity for industry and Defence staff (who will not be there on the day to drop notes in the team collecting bucket) to dig deep in adding their support for a team.

Easy way to do this:

Air Force: <https://givealittle.co.nz/fundraiser/tower-de-force-nz-air-force-to-rise>

Army: <https://givealittle.co.nz/fundraiser/tower-de-force-nz-army-to-rise-to-the-challenge>

Navy: <https://givealittle.co.nz/fundraiser/tower-de-force-nz-navy-to-rise-to-the-challenge>

The donation site will remain open for another week. The Tower De Force is being held at Sky City in Auckland on 20 April, the competition starts at 1400 hrs. Please email events@nzdia.co.nz for further details of the event, or if you would like a VIP pass to attend.

Website links for the event:

<https://www.skycityauckland.co.nz/whats-on/>

<http://www.aucklandrsa.co.nz/towerdeforce/>

We'll update you with the outcome of both the Challenge and the fundraising in the week after the event.

Get behind your team!

Regards,

Jennie Vickers

CEO

New Zealand Defence Industry Association

www.nzdia.co.nz

Email Chain 56

From: Graeme [redacted]
Sent: Monday, 16 April 2018 5:04 pm
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>; Mark [redacted] s9(2)(a)
Cc: Alan [redacted] s9(2)(a), s9(2)(g)(ii)
Subject: RE: FW: Defence Innovation Network - Call for submissions from SMEs for co-funding projects - close 30th April

As this is a state based programme my initial reaction is that I doubt NZ firms would have access. However, if a NZ firm operates a subsidiary pty in Australia (NSW) and that firm is the applicant, it may be applicable, albeit I suspect a determination may be that the product development activity being funded happens in NSW.

Graeme

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Monday, 16 April 2018 3:25 PM
To: Graeme [redacted] s9(2)(a), s9(2)(g)(ii) Mark [redacted] s9(2)(a)
Subject: Fwd: FW: Defence Innovation Network - Call for submissions from SMEs for co-funding projects - close 30th April

Do you think NZ counts for these?

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
[redacted] s9(2)(a)



----- Forwarded message -----

From: Jennifer [redacted] s9(2)(a)
Date: 16 April 2018 at 10:17
Subject: FW: Defence Innovation Network - Call for submissions from SMEs for co-funding projects - close 30th April
To: Jennifer [redacted] s9(2)(a)

Dear Members and Colleagues

It has come to my attention that a few of my emails did not reach all recipients late March/early April. I am therefore resending. I apologise if you have already received it and for any inconvenience from the delay if you hadn't.

Please see the email below regarding the Defence Innovation Network's call for submissions for SMEs for co-funding projects. Submissions close 30th April.

Kind Regards

Jenny
Jenny [redacted] s9(2)(a)

s9(2)(a)

Maximising defence-related business for NSW SMEs

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Defence Innovation Network has funds available to co-fund short-term projects (6-8 months) from SMEs in NSW. This exciting opportunity allows SMEs in NSW to draw from the breadth of expertise across seven leading NSW universities to complement the skills of the SME, and to provide a definitive push towards technology and product development.

1:1 co-funding is available on a competitive basis for projects up to \$100,000 in value (\$50,000 SME + \$50,000 DIN). As an additional and free service we offer, DIN can assist SMEs to locate the appropriate skills and capability if they don't already have preferred research providers from within our seven member universities.

SMEs are encouraged to submit proposals for funding using the attached template. Where possible, the project should be co-developed with academic staff who will be executing the research. We also set out the general framework of the grant scheme, how it functions and how proposals will be assessed. Proposals are due on 30 April 2018.

I would very much appreciate it if you could bring this to the attention of AIDN members via a call on your email broadcast. Interested parties can contact DIN for further information.

Best wishes

Bradley

Bradley s9(2)(a)
s9(2)(a) Defence Innovation Network
s9(2)(a)



Email Chain 55

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Friday, 13 April 2018 12:05 PM
To: Graeme s9(2)(a), s9(2)(g)(ii)
Subject: Re: Civsec 2018

To keep continuity any chance Ben s9(2)(a) could attend?

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



On 12 April 2018 at 17:36, Graeme s9(2)(a), s9(2)(g)(ii) wrote:

Thanks Jennie. Let me know, I may be able to get someone in our Melbourne team to call into at least part of the conference. I see that no NZ firm is registered for the trade expo.

Graeme

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Thursday, 12 April 2018 12:20 PM
To: Graeme s9(2)(a), s9(2)(g)(ii)
Subject: Re: Civsec 2018

yes I am going . Will be finding out who is attending when I mail out tomorrow.

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



On 12 April 2018 at 11:04, Graeme s9(2)(a), s9(2)(g)(ii) wrote:
Hi Jennie,

Are you attending Civsec in Melbourne on 1-3 May?

I had thought I would go, but it is practically too difficult especially as I am committed in Dunedin 30th and 1st.

Do you know of any NZ firms who will be there?

Graeme

Graeme s9(2)(a), s9(2)(g)(ii)



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s9(2)(a)

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Email Chain 54

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Tuesday, 3 April 2018 4:58 PM

To: Ben s9(2)(a), s9(2)(g)(ii) Admin Support s9(2)(a)

Cc: Graeme s9(2)(a), s9(2)(g)(ii)

Subject: Re: AIDN NSW Thales Australia Industry Briefing at Thales Newcastle, 50 Fitzroy Street, Carrington on Tuesday 17th April at 8.30 for 9.00am

Let us test our database update!

Marty s9(2)(a) is our main contact. We will send you a list of other names.

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



On 3 April 2018 at 16:44, Ben s9(2)(a), s9(2)(g)(ii) wrote:

Hi Jennie,

Hope all is well.

I was hoping you can help us out.

We are looking for introductions or contacts within Rheinmetall involved with procurement.

Thanks and regards

Ben

From: Jennie Vickers [mailto:jennie.vickers@nzdia.co.nz]

Sent: 3 April, 2018 2:01 PM

To: Graeme s9(2)(a), s9(2)(g)(ii) Ben s9(2)(a), s9(2)(g)(ii)

Subject: Fwd: AIDN NSW Thales Australia Industry Briefing at Thales [Newcastle, 50 Fitzroy Street](#), Carrington on Tuesday 17th April at 8.30 for 9.00am

Anyone able to make this?

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)

Begin forwarded message:

From: Jennifer [REDACTED] s9(2)(a)
Subject: AIDN NSW Thales Australia Industry Briefing at Thales [Newcastle, 50 Fitzroy Street, Carrington on Tuesday 17th April at 8.30 for 9.00am](#)
Date: 26 March 2018 at 2:38:29 PM NZDT
To: Jennifer [REDACTED] s9(2)(a)

Dear Members and Colleagues

Please see the attached invitation to the AIDN NSW Thales Australia Industry Briefing to be held on Tuesday 17th April at 8.30am for a 9.00am start.

Kind Regards

Jenny

Jenny [REDACTED]
s9(2)(a) [REDACTED]

Maximising defence-related business for NSW SMEs

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Email Chain 53

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Tuesday, 3 April 2018 4:01 PM

To: Graeme s9(2)(a), s9(2)(g)(ii) Ben s9(2)(a), s9(2)(g)(ii)

Subject: Fwd: AIDN NSW Thales Australia Industry Briefing at Thales Newcastle, 50 Fitzroy Street, Carrington on Tuesday 17th April at 8.30 for 9.00am

Anyone able to make this?

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)

Begin forwarded message:

From: Jennifer s9(2)(a)
Subject: AIDN NSW Thales Australia Industry Briefing at Thales Newcastle, 50 Fitzroy Street, Carrington on Tuesday 17th April at 8.30 for 9.00am
Date: 26 March 2018 at 2:38:29 PM NZDT
To: Jennifer s9(2)(a)

Dear Members and Colleagues

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Kind Regards

Jenny

Jenny
s9(2)(a)

Maximising defence-related business for NSW SMEs

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Attachment: COMMS_AIDN Carrington – Industry Engagement_invite

INVITATION

Industry Engagement Seminar



Thales Australia recognises the essential role that close collaborative relationships with our local and global suppliers plays in the future success of our business and in the development of innovative Defence capability for our customers. Strong engagement with customers, SME suppliers and research institutions combined with technology transfer from our global business enables Thales to tailor high quality solutions for Australian and export markets.

Thales Australia invites you to attend an Industry Engagement Seminar to learn about forthcoming engagement opportunities on both the current and Future Submarine and Surface Ship programs with Underwater Systems (UWS), and engagement opportunities relating to Land 159 Phase 1 Small Arms replacement.

Date: Tuesday, 17 April 2018

Time: 8.30am for a 9am start

Networking and morning tea from 10.30am

Venue: 50 Fitzroy Street, Carrington, NSW

Speakers



s9(2)(a)

RSVP

COB Monday, 9 April 2018

Register here: <http://bit.ly/zf2ATpx>

Please email an up to date company quad chart to: supplychain@thalesgroup.com.au

We look forward to seeing you there.

thalesgroup.com.au

THALES

Email Chain 52

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Tuesday, 3 April 2018 10:33 AM
To: Tina s9(2)(a), s9(2)(g)(ii)
Subject: Re: catchup

Hi

Was great to meet you. I am in Wellington Wednesday 18th if coffee works for you so we can talk some more?

Regards

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



On 28 March 2018 at 11:33, Tina s9(2)(a), s9(2)(g)(ii) wrote:
Hi Jennie,

I hope you've had a good week. I have RSVP'd to the NZDIA event this afternoon and look forward meeting you in person.

I realize that you will be very busy this afternoon, but it would be great if you and I could have a chat, as I'd love to learn more about NZDIA, unfortunately I do have to leave by 6pm as my flight back to Wellington is at 7pm.

I have just had a meeting with Debbie Howarth and she gave me a great explanation of NZDF and her team focus which was very educational.

Let me know if you will have time to catchup, if it doesn't work out, perhaps we can tee up a call sometime.

I look forward to seeing you this afternoon.

Warm regards
Tina

Tina s9(2)(a), s9(2)(g)(ii)

s9(2)(a), s9(2)(g)(ii)

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[Wellington, 6011](#)



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Email Chain 51

From: Graeme [REDACTED]
Sent: Wednesday, 28 March 2018 6:40 pm
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Subject: FW: LAND FORCES 2018

Hi Jennie,

What do you make of this offer? The location – if we were to go – looks a bit to me like its round the back, but we may not have many other options.

Regarding the size, do you think we'd use 9x3, current is 6x3? My feeling is yes but I am conscious of committing ahead of an agreement to proceed.

How we would typically look to run something like this is to split 50/50 with exhibiting firms. We would want there to be 3-4 firms in addition to an industry association to make it worthwhile. In such a small space I'd be comfortable with even just 2 firms + DIA, which would give 3x3 to each (assuming you want to exhibit). We wouldn't exhibit, our role being to support the exhibitors.

So, on basis of say NZ\$24k for stand, it would be a split of \$12k/3 for the exhibitors = \$4k ea. And \$12k for NZTE. Similarly other leveraging activities, such as a function, and any other costs (eg stand design & build, collateral) would be split accordingly.

Regards,
Graeme

From: Jason Thomas [REDACTED]
Sent: Wednesday, 28 March 2018 5:54 PM
To: Graeme [REDACTED]
Subject: RE: LAND FORCES 2018

Graeme,

Please find attached a copy of the LAND FORCES 2018 floor plan where I have identified an 18m2 space that I have reserved.

This can be increased to a 9m x 3m = 27m2 space. However, it is unlikely to be available after Easter to increase so I recommend increasing the reservation now and we can reduce back to 18m2 should it be required.

As discussed this reservation is obligation free and I can hold it until the end of April at which time I would contact you and Jennie to discuss with the option to extend the reservation until June if required.

As shell scheme the options would cost:

2 x 9sqm shell scheme = \$14,500 including GST (Early Bird Rate)

3 x 9sqm shell scheme = \$21,750 including GST (Early Bird Rate)

As raw space for a custom build the cost is :

18m2 @\$725 per sqm = \$13,050 including GST (Early Bird Rate)

27m2 @ \$725 per sqm = \$19,575 including GST (Early Bird Rate)

The Early Bird Rate ends 31 March but should you have made a decision by the end of April I will offer this discounted rate.

Don't hesitate to contact me should you have any questions

Kind Regards

Jason s9(2)(a)

s9(2)(a)



From: Graeme s9(2)(a), s9(2)(g)(ii)

Sent: Friday, 23 March 2018 3:52 PM

To: Chris s9(2)(a); Ben s9(2)(a)

Cc: Jason s9(2)(a)

Subject: RE: LAND FORCES 2018

Hi Chris,

I am in Adelaide next Mon-Tue and Canberra next Wed-Thu. I think the best time for a call would be Wednesday after 2.30pm and before 5.00pm, while I am in Canberra.

I am in contact with Jennie Vickers and she has mentioned her interest.

Look forward to talking next week.

Regards,

Graeme s9(2)(a), s9(2)(g)(ii)

s9(2)(a)

M s9(2)(a)

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From: Chris s9(2)(a)
Sent: Friday, 23 March 2018 4:53 PM
To: Ben s9(2)(a)
Cc: Graeme s9(2)(a), s9(2)(g)(ii) Jason s9(2)(a)
s9(2)(a)
Subject: RE: LAND FORCES 2018

Thanks Ben, and Hi Graeme. NZTE has participated in a few of our events in the past, so we look forward to working with you for Land Forces 2018. My colleague, Jason s9(2)(a) has been dealing with Jenny Vickers at NZDIA for Land Forces 2018, so I will loop him into the conversation.

Graeme, can you please send through your phone number, and let us know when would be a good time to call and discuss further?

Kind regards,

Chris s9(2)(a)

Aerospace, Maritime, Defence & Security Foundation of Australia Limited



PO Box 4095
GEELONG VIC 3220
Email: s9(2)(a)
Ph: s9(2)(a)
Fax: s9(2)(a)
Mobile: s9(2)(a)

From: Ben s9(2)(a)
Sent: Friday, 23 March 2018 2:44 PM
To: Chris s9(2)(a) Sharyn s9(2)(a)
Cc: Graeme s9(2)(a), s9(2)(g)(ii)
Subject: LAND FORCES 2018

Hi Chris,
New Zealand Trade and Enterprise works with New Zealand firms interested in opportunities with the Australian Defence force.

As such we are interested in finding out the details of exhibiting at Land Forces 2018.
We are interested in confirming details around pricing for exhibitors and associated cut off dates.

Graeme s9(2)(a), s9(2)(g)(i) (cc'd) is leading this work for NZTE, please connect directly with him.

Thank you
Ben

Ben s9(2)(a)



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T s9(2)(a)

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Attachment One: Land Forces 2018 – 26 March
[Same as Email Chain 49: Attachment One]

Attachment Two: LF2019 Order Form
[Same as Email Chain 49: Attachment Two]

Email Chain 50

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Friday, 16 March 2018 11:11 PM

To: Tina s9(2)(a), s9(2)(g)(ii); Kate s9(2)(a);

HOWARTH DEBBIE, MRS s9(2)(a), s9(2)(g)(ii)

Subject: Re: potential catch up

Hi

Correct email for Debbie in message.

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



On 16 March 2018 at 23:06, Jennie Vickers <jennie.vickers@nzdia.co.nz> wrote:

Hi

Kate will send you the invite yo respond to.

Look forward to meeting you and working with you.

The day is pretty mad not helped by me landing back in NZ early that morning! However we will have 2 hours for drinks so maybe we can duck out and talk about working together.

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



On 15 March 2018 at 16:17, Tina s9(2)(a), s9(2)(g)(ii) wrote:

Hi Jennie and Debbie,

I have recently joined NZTE s9(2)(a), replacing Gareth s9(2)(a). I am also going to be picking up the role of Sector Navigator for certain sectors, of which one is Government and Defence.

I see that you are running an event on the afternoon of the 28th of March. As luck would have it, I happen to be in Auckland that day and would love to attend the event (I'll rsvp separately). Would either of you or both of you be free to catch up earlier that day, as it would be great to meet and get a lay of the land from your perspectives.

I look forward to speaking with you soon.

Kind regards

Tina

s9(2)(a), s9(2)(g)(ii)



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s9(2)(a)

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Email Chain 49

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Friday, 16 March 2018 10:52 PM

To: HOWARTH DEBBIE, MRS s9(2)(a), s9(2)(g)(ii); Graeme s9(2)(a), s9(2)(g)(ii)

Subject: Fwd: Land Forces 2018

Thoughts on this space? If there are 3 of us sharing the cost is more modest than I indicated!

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



----- Forwarded message -----

From: Jason s9(2)(a)

Date: 16 March 2018 at 13:00

Subject: Land Forces 2018

To: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Jennie,

The first option I have for you currently is identified on the attached floor plan.

It is currently the best available option. In my opinion I would go with this option and I can always notify you should other options also become available.

The cost would be 2 x 9sqm shell scheme (6m x 3m) @ AUD\$7,250 each (Early Bird Rate) = AUD\$14,500 including GST

Let me know your thoughts.

Kind Regards

Jason s9(2)(a)

s9(2)(a)



From: Jason s9(2)(a)
Sent: Tuesday, 13 March 2018 10:58 AM
To: 'Jennie Vickers' <jennie.vickers@nzdia.co.nz>
Cc: Chris s9(2)(a) s9(2)(a)
Subject: RE: CIVSEC 2018

Jennie,

Thanks for the email and phone call regarding LAND FORCES.

Attached is the current floor plan for LAND FORCES. At LAND FORCES 2016 you had a 6m x 3m = 18m2 shell scheme.

You can certainly choose from the available spaces in Hall 4.

Alternatively I expect some new opportunities later this week which may be of interest. I am confident I will have some further options for you this Thursday.

I expect a number of stands in Hall 3 and subject to venue approvals I also expect some stands near the main entrance.

With regards to CIVSEC I will get Chris s9(2)(a) to brief you.

Kind Regards

Jason s9(2)(a)

s9(2)(a)



From: Jennie Vickers [mailto:jennie.vickers@nzdia.co.nz]

Sent: Monday, 12 March 2018 1:47 PM

To: Jason s9(2)(a)

Subject: CIVSEC 2018

Hi Jason

Look forward to talking about Land Forces.

On the subject of Civsec we thought we might come over as delegates and check it out with a view to exhibiting in a future year. Can you send me the floor plan of exhibitors so I can show my Board the sorts of industry players who will be there?

Thanks

Jennie Vickers
CEO

New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)

Attachment One: Land Forces 2018 Floor Plan



INDUSTRY DEFENCE AND SECURITY
 AUSTRALIA LIMITED
 100 Macquarie Street, Sydney NSW 2000
 1300 737 737
 www.industrydefenceandsecurity.com.au

DRAFT LAYOUT
 REVISED: March 16, 2018

STAND NUMBERS ARE INDICATIVE
 ONLY AND SUBJECT TO CHANGE

ADELAIDE CONVENTION CENTRE

Land Forces 2018
 AUSTRALIA INDO ASIA PACIFIC
 4 - 6 SEPTEMBER



EXHIBITION ORDER FORM

LAND FORCES 2018
 PO Box 4095, Geelong Vic 3200, Australia
 Email: expo@amda.com.au
 Telephone: (03) 5282 0500
 Facsimile: (03) 5282 4455

EXHIBITING COMPANY DETAILS

Exhibition Order Forms received after 30 June 2018 will be considered only if space continues to be available.

Exhibitor Company Name: _____

Address: _____

City: _____ State: _____ Post / Zip Code: _____

Country: _____ Telephone: _____

Contact Name: _____ Job Title: _____

Contact Telephone: _____ Contact Email: _____

Are you the primary contact for this company's participation in **LANDFORCES 2018**? YES NO (If "NO" please nominate the contact for all event correspondence)

Contact Name: _____ Job Title: _____

Contact Telephone: _____ Contact Email: _____

INVOICE DETAILS

Invoices should be directed to: Exhibiting Company details Alternative address (please complete fields below)

Company Name: _____

Purchase Order Number (if applicable): _____

Address: _____

City: _____ State: _____ Post / Zip Code: _____

Country: _____ Telephone: _____

Contact Name: _____ Job Title: _____

EXHIBITION ORDER

The above named Exhibitor hereby applies to Industry Defence and Security Australia Limited to exhibit at the **LAND FORCES 2018** International Land Defence Exposition ("LAND FORCES 2018") in accordance with the Agreement Terms herein and orders the following Exhibition Space or Exhibition Stands at the exhibition charges specified below:

Raw Space	Early Bird Rate By 31 March 2018	Regular Rate From 1 April 2018
Ground Floor Space	AUD\$725 per sqm	AUD\$795 per sqm _____ sqm (total area) = AUD\$ _____
Upper Storey on stands over 70sqm	AUD\$450 per sqm	AUD\$550 per sqm _____ sqm (total area) = AUD\$ _____
Wall Stands	Early Bird Rate By 31 March 2018	Regular Rate From 1 April 2018
Number required _____	AUD\$7,250 each	AUD\$7,950 each = AUD\$ _____

(compulsory shell scheme) Inclusive of shell scheme, carpet, 1 x 10 amp power point, 2 x spotlights, fascia with company name. Each unit 3m x 3m (9sqm)

AUSTRALIAN SMALL BUSINESS ZONE (Subject to availability)

Restricted to Australian small businesses (being Australian firms, resident and operating in Australia, employing less than 50 people, with less than A\$25 million in annual turnover and with majority Australian ownership).

Wall Stands	AUD\$3,600 limited to (1) per customer. Additional stands at full rate	= AUD\$ _____
Showcase Pod	AUD\$1,000 limited to (1) per customer.	= AUD\$ _____

AGREEMENT TERMS

1. The Exhibitor hereby acknowledges and agrees that, if this Exhibition Order is accepted by Industry Defence and Security Australia Limited (hereinafter called the "Organiser") and upon such acceptance, a binding agreement will arise between the Exhibitor and the Organiser on the terms and conditions set out herein and the Exhibitor will thereupon be liable for the payment to the Organiser of the exhibition charges specified in the Exhibition Order.

2. The Exhibitor acknowledges that, if this Exhibition Order is accepted, the Organiser will notify the Exhibitor in writing of such acceptance. For the purpose of these Agreement Terms, the issuing of an invoice by the Organiser to the Exhibitor in respect of such Exhibition Order shall be deemed to be sufficient notification to the Exhibitor by the Organiser of the Organiser's acceptance of the Exhibition Order.

3. (i) If such notification of acceptance occurs on or before 31 May 2018, the Organiser will invoice the Exhibitor for the deposit of fifty per cent (50%) of exhibition charges which the Exhibitor hereby agrees to pay to the Organiser within thirty (30) days of invoice for such deposit. The Organiser will also invoice the Exhibitor for the balance of fifty per cent (50%) of exhibition charges which the Exhibitor hereby agrees to pay to the Organiser by 31 July 2018.
 (ii) If such notification of acceptance occurs on or after 31 May 2018, the Organiser will invoice the Exhibitor for the full amount of the exhibition charges which the Exhibitor agrees to pay forthwith upon invoice for the same.
 (iii) Payment by the Exhibitor within the times specified in subparagraphs (i) and (ii) heretofore will be fundamental terms to be complied with by the Exhibitor pursuant to the said agreement between the Exhibitor and the Organiser.

4. This Exhibition Order may not be cancelled, withdrawn or varied by the Exhibitor without the express written approval of the Organiser. Unless otherwise agreed by the Organiser, in the event of such cancellation by the Exhibitor or withdrawal by the Exhibitor from **LAND FORCES 2018**, the full amount of the exhibition charges applicable to this Exhibition Order will immediately become due and payable by the Exhibitor to the Organiser.

5. The Exhibitor agrees that the Exhibitor will be bound by the General Conditions of Exhibition published by the Organiser in respect of the **LAND FORCES 2018** Exposition and the Exhibitor, together with the Exhibitor's employees, servants, agents and/or contractors, will be bound by the Exhibition Regulations from time to time promulgated by the Organiser (including all amendments to such Regulations from time to time made by the Organiser) and all other directions and instructions that may be issued by the Organiser or its officials. (The said General Conditions of Exhibition are included with this Exhibition Order).

6. The Exhibitor hereby agrees to indemnify the Organiser (and its members, officials, servants and agents) against all loss or damage which they or any of them may sustain as a result of any non-compliance by the Exhibitor or by the Exhibitor's employees, servants, agents or contractors with the General Conditions of Exhibition, the Exhibition Regulations (as amended) and any other instruction or direction that may be issued by the Organiser or its officials. Sign for on behalf of the Exhibitor by the undersigned who is a person duly authorised by the Exhibitor for this purpose:

Signature: _____

Name of Signatory: _____ Title: _____ Date: _____

Telephone: _____ Email: _____

Please return to: Exhibition Secretariat, Industry Defence and Security Australia Limited
 PO Box 4095 Geelong Victoria 3200 Australia Email: expo@amda.com.au

PRIVACY STATEMENT

We respect the privacy of individuals and only collect personal information about individuals for the purpose of undertaking activities in respect of coordinating and hosting the 2018 Chief of Army Seminar and the associated Land Forces Exposition, including: extending and processing invitations to attend or participate in our events and activities; managing admission to our events and activities; publication of events programs; marketing and sales; debtor and creditor transactions; sponsorship; promotion of future Chief of Army Seminar's or similar events; and promotion of future Land Forces Expositions or similar events. In addition to the above mentioned purposes, the Department of Defence may also use your personal information for security purposes.

If you do not wish to continue receiving marketing communications from us or do not want your personal information disclosed to third parties please contact us at the following address:-
 Industry Defence and Security Australia Limited (ABN 31 001 146 837)
 PO Box 4095, Geelong, Vic 3200 Australia
 Telephone: 03 5282 0500 Facsimile: 03 5282 4455 Email: privacy@amda.com.au
 Website: www.landforces.com.au

1. ORGANISER

In these General Conditions of Exhibition, the term "Organiser" refers to Industry Defence and Security Australia Limited (ABN 51 091 148 837).

2. LAND FORCES 2018

In these General Conditions of Exhibition, the term "LAND FORCES 2018" refers to the International Land Defence Exposition (called LAND FORCES 2018) conducted by the Organiser.

3. ACCEPTANCE OF EXHIBITION ORDER

The Organiser reserves the right to decline any Exhibition Order. Within a reasonable period of time from receipt by the Organiser of the Exhibition Order Form signed by or on behalf of the Exhibitor, the Organiser will notify the Exhibitor in writing as to whether or not such Exhibition Order is accepted by the Organiser.

Until such written notification to the Exhibitor by the Organiser of the Organiser's acceptance of the Exhibition Order, no binding legal commitment shall be deemed to arise on the part of the Organiser.

The issuing of an invoice by the Organiser to the Exhibitor in respect of such Exhibition Order shall be sufficient notification to the Exhibitor by the Organiser of the Organiser's acceptance of the Exhibition Order.

4. PRICES

All prices are in Australian dollars (AUD) and include Goods and Services Tax (GST).

The Organiser reserves the right to vary prices at any time prior to the opening of LAND FORCES 2018 if either:

- there are significant increases in the rate of Government taxes or duties, or
- there are significant increases in the Organiser's costs in connection with conducting LAND FORCES 2018.

5. DEPOSIT

The Deposit is payable by the Exhibitor as security for the Exhibitor's performance of its obligations.

Without prejudice to any other rights or remedies available to the Organiser, the Organiser may (and is irrevocably authorised by the Exhibitor to) apply the Deposit in satisfaction (or part satisfaction) of any amounts payable by the Exhibitor, including (without limitation) the exhibition charges payable, any withdrawal, cancellation or postponement charges payable, or any losses, damage, liabilities, costs or expenses the Organiser suffers arising out of any default by the Exhibitor.

6. ALLOCATION OF SPACE

Exhibition space will be allocated by the Organiser to meet considerations of the exhibition layout and any height restrictions.

The Organiser, where possible and without any obligation, will endeavour to allocate exhibition space and positioning in accordance with priority of receipt of Exhibition Order Forms.

The Exhibitor will be notified of its exhibition space allocation following the closing date for receipt of Exhibition Order Forms.

The Organiser reserves the right, at the discretion of the Organiser, to vary exhibition space allocations and positions at any time.

7. PROHIBITION ON ASSIGNMENT

No part of any space allotted to the Exhibitor may be transferred, assigned, sub-let or shared with any other Exhibitor or any other person or corporation or entity without the prior written consent of the Organiser.

8. PRESENTATION OF EXHIBITS

The Exhibitor is required to maintain and staff its exhibits and stands throughout the complete period of LAND FORCES 2018.

9. VARIATION

The Organiser reserves the right to make any alterations that may be considered reasonably necessary to the nature, method of construction, positions, size of exhibition pavilions, exhibition stands or other exhibition structures or facilities or to make other variations considered reasonably necessary by the Organiser in connection with LAND FORCES 2018.

10. REGULATIONS

The Organiser will promulgate Exhibition Regulations for the reasonable conduct of LAND FORCES 2018.

The Exhibitor, its agents, contractors and respective Personnel will be subject to, comply with and be bound by the Exhibition Regulations.

The Organiser may at any time promulgate such amendments to the Exhibition Regulations as the Organiser may consider reasonable for the conduct of LAND FORCES 2018, and such amendments will be binding on the Exhibitor, its agents, contractors and their respective Personnel.

To the extent of any inconsistency between the Exhibition Regulations and the General Conditions of Exhibition, the provisions of the General Conditions of Exhibition shall prevail.

11. CONTROL

The control of all aspects of LAND FORCES 2018 is vested in the Organiser.

The decisions of the Organiser and its duly authorised officials shall be binding on all Exhibitors, participants, contractors and their respective Personnel.

The Organiser shall in its absolute discretion have the right without appeal to resolve any dispute in relation to LAND FORCES 2018 arising from any cause not the subject of an express provision of the Exhibition Regulations or the General Conditions of Exhibition.

12. ACCESS TO LAND FORCES 2018

The Organiser reserves the right (but shall not be under any obligation) to control entry and access to LAND FORCES 2018 and (without limiting the generality thereof) to:

- promulgate Conditions of Entry,
- to refuse entry to any person, to require any person to leave the venue and to physically remove any person from the venue,
- to search all persons entering or at the venue,
- to search all bags, luggage, receptacles, clothing, promotional materials, exhibits, stands, equipment, personal property and effects entering or at the venue, and
- to require the removal of (or to remove) any bag, luggage, receptacles, clothing, promotional material, exhibits, stands, equipment, personal property, effects or other items from the venue.

13. LIABILITIES AND INDEMNITIES

to the extent permitted by law -

- The Exhibitor, its contractors and their respective Personnel participate in LAND FORCES 2018 at their own risk.

- No liability will be accepted by the Organiser, its Related Bodies Corporate or their respective Personnel for loss or damage to any exhibit, equipment or other property of the Exhibitor, its contractors or their respective Personnel at any time. (It is recommended that Exhibitors insure their exhibits or other equipment against such loss or damage, including risk of theft, fire, storm, flood and tempest).

- No liability will be incurred or accepted by the Organiser, its Related Bodies Corporate or their respective Personnel to the Exhibitor, its contractors or their respective Personnel (and the Organiser, its Related Bodies Corporate and their respective Personnel will be released from all liability to the Exhibitor, its contractors and their respective Personnel) in respect of direct or indirect damage, loss or injury to person or property, however caused, arising from:
 - acts or omissions of any person, corporation or entity other than acts or omissions directly and personally committed by the Organiser, its Related Bodies Corporate or their respective Personnel,
 - fire, storm, tempest, wind, flood or other weather-related occurrence,
 - acts or omissions by visitors, patrons, attendees, visitors, Exhibitors, contractors, suppliers, licensors, performers or other Participants involved with, in or at LAND FORCES 2018, or
 - acts or omissions of trespassers upon the venue for LAND FORCES 2018 or any part or element thereof.

- Except where the damage, loss or injury to property or person is:
 - directly caused by unlawful or negligent act or omission directly and personally committed by the Organiser, the Organiser's Related Bodies Corporate or their respective Personnel, or
 - a direct consequence of a breach by the Organiser of these General Conditions of Exhibition, the Exhibitor will indemnify, release and hold harmless the Organiser, the Organiser's Related Bodies Corporate and their respective Personnel against and from all claims for direct or indirect damage, loss or injury to property (including the Exhibitor's own and that of third parties) or persons, however and by whomsoever caused, arising out of or related to the participation by the Exhibitor, its contractors or their respective Personnel in or at LAND FORCES 2018.

- The Exhibitor will indemnify and hold harmless the Organiser, the Organiser's Related Bodies Corporate and their respective Personnel against and from all direct or indirect damage, loss or injury to property (including the Exhibitor's own and that of third parties) or persons (and all claims in relation to such damage, loss or injury) caused by the Exhibitor, its contractors or their respective Personnel or without limiting the generality of the foregoing, caused by or arising from:
 - breach by the Exhibitor of any provision of the Exhibition Order or these General Conditions of Exhibition, or
 - non-compliance by the Exhibitor, its contractors or their respective Personnel with the provisions of any Exhibition Regulations promulgated by the Organiser in respect of LAND FORCES 2018, or
 - any negligent or wrongful act or omission of the Exhibitor, its contractors or their respective Personnel.

The Organiser reserves the right to vary prices at any time prior to the opening of LAND FORCES 2018 if either:

The Organiser reserves the right, at the discretion of the Organiser, to vary exhibition space allocations and positions at any time.

No part of any space allotted to the Exhibitor may be transferred, assigned, sub-let or shared with any other Exhibitor or any other person or corporation or entity without the prior written consent of the Organiser.

The Exhibitor is required to maintain and staff its exhibits and stands throughout the complete period of LAND FORCES 2018.

The Organiser reserves the right to make any alterations that may be considered reasonably necessary to the nature, method of construction, positions, size of exhibition pavilions, exhibition stands or other exhibition structures or facilities or to make other variations considered reasonably necessary by the Organiser in connection with LAND FORCES 2018.

The Organiser will promulgate Exhibition Regulations for the reasonable conduct of LAND FORCES 2018.

The Exhibitor, its agents, contractors and respective Personnel will be subject to, comply with and be bound by the Exhibition Regulations.

The Organiser may at any time promulgate such amendments to the Exhibition Regulations as the Organiser may consider reasonable for the conduct of LAND FORCES 2018, and such amendments will be binding on the Exhibitor, its agents, contractors and their respective Personnel.

To the extent of any inconsistency between the Exhibition Regulations and the General Conditions of Exhibition, the provisions of the General Conditions of Exhibition shall prevail.

The control of all aspects of LAND FORCES 2018 is vested in the Organiser.

The decisions of the Organiser and its duly authorised officials shall be binding on all Exhibitors, participants, contractors and their respective Personnel.

The Organiser shall in its absolute discretion have the right without appeal to resolve any dispute in relation to LAND FORCES 2018 arising from any cause not the subject of an express provision of the Exhibition Regulations or the General Conditions of Exhibition.

- the existing third party insurance of the Exhibitor, or
- an amount not less than ten million Australian dollars (A\$10,000,000) for any one accident or occurrence.

15. WITHDRAWAL BY EXHIBITORS

In the event of the Exhibitor's withdrawal from LAND FORCES 2018, all payments made by the withdrawing Exhibitor shall be forfeited and the Organiser shall be entitled to recover from the Exhibitor all sums remaining unpaid by the Exhibitor to the Organiser.

The Organiser may endeavour to re-book any exhibition space, stand, facility, product or service ordered by the withdrawing Exhibitor. However, any such re-booking will not entitle the withdrawing Exhibitor to a refund of payment made, or a release from, any sums for which the withdrawing Exhibitor has become liable.

16. CANCELLATION OF EVENT

In the event of cancellation of LAND FORCES 2018 or any part thereof for any reason whatsoever, the Organiser shall not be under any liability whatsoever for any expenditure, loss or liability incurred by the Exhibitor and the Organiser shall be entitled to retain all sums paid by the Exhibitors or such part thereof as the Organiser, in its absolute discretion, considers necessary to cover the Organiser's expenses incurred with LAND FORCES 2018.

17. VENUE, DATE AND TIMING

The Organiser reserves the right to change the venue, vary the dates, alter the timing or vary the duration of LAND FORCES 2018 at its absolute discretion.

In the event of change in the venue, dates, timing or duration of LAND FORCES 2018 for any reason whatsoever, the Organiser shall not be under any liability whatsoever in respect of any expenditure, loss or liability incurred by the Exhibitor, the Organiser shall be entitled to retain all sums paid by the Exhibitor to the Organiser and the Organiser shall be entitled to recover from the Exhibitor all sums remaining unpaid by the Exhibitor to the Organiser.

18. SEVERANCE

If any provision contained in these General Conditions of Exhibition shall be judged by a Court of competent jurisdiction to be either void or unenforceable, that provision shall be severed from these General Conditions of Exhibition to the extent to which it is void or unenforceable and the validity or enforceability of the remaining provisions shall not thereby be affected and the remaining provisions of such General Conditions of Exhibition shall continue in full force and effect.

19. APPLICABLE LAW

The interpretation, construction, performance and adjudication of all legal relationships between the Exhibitor and the Organiser shall be subject in all respects to the laws applicable in the State of South Australia, Australia.

All Exhibitors submit themselves irrevocably to the exclusive jurisdiction of the Courts of South Australia and the Courts of the Commonwealth of Australia having jurisdiction in that State.

20. INTERPRETATION

In these General Conditions of Exhibition:

- Words importing the singular number shall include the plural number and vice versa;
- Words importing any gender shall include each other gender and the neuter;
- Where any Exhibitor consists of more than one person or corporation or entity or any combination of the preceding the liability of such persons or corporations or entities or combination thereof shall be joint and several;
- The term "Related Bodies Corporate" has the meaning provided in section 60 of the Corporations Act 2001 (Cth) and, in connection with the Organiser, shall include - Aestopac, Maritime and Defence Foundation of Australia Limited (ABN 57 053 774 838) and Aestopac Australia Limited (ABN 63 291 147 787);
- The term "Personnel" shall mean:
 - in reference to the Organiser and the Organiser's Related Bodies Corporate, the members, directors, officials, officers, staff, employees, consultants, agents and volunteers of the Organiser or the Organiser's Related Bodies Corporate; and
 - in reference to Participants in LAND FORCES 2018 (other than the Organiser or the Organiser's Related Bodies Corporate), the Participant's members, directors, officers, officials, servants, employees, volunteers and agents and any person who participates in, or performs work or carries out duties associated with LAND FORCES 2018;
- The term "Participant" shall mean those persons, corporations and entities who are included in LAND FORCES 2018 other than the Organiser or the Organiser's Related Bodies Corporate;
- The term "Australian Small Business" shall mean an Australian firm, resident and operating in Australia, employing less than 50 people, with less than A\$25 million in annual turnover and with majority Australian ownership.

Email Chain 50

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Thursday, 15 March 2018 8:19 AM

To: Mark s9(2)(a) s9(2)(a); Ben s9(2)(a); Graeme s9(2)(a), s9(2)(g)(ii)

Subject: Next steps NZ into Aus oportunties

Hi

Mark is back from Europe and I am about to jump on a plane to London for a wedding.

Can we schedule a call during the week after Easter together to talk progress to date and next steps?

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



Email Chain 48

From: Jennie Vickers CEO NZDIA **s9(2)(a)** **On Behalf**
Of Jennie Vickers CEO NZDIA
Sent: Wednesday, 14 March 2018 2:51 PM
To: *Multiple Recipients
Subject: Version 2: NZDIA Member Meeting - March 2018 [unclassified]

[View this email in your browser](#)



(please disregard the first email sent - there was an error in the email link)

You are invited to attend our March Member Meeting!

Date: Wednesday 28 March 2018
Location: Auckland CBD

Our theme this month is 'Tech Meet Industry', looking at the areas of IOT (Internet of Things), wearables, anthropometry and human factors / other technology for people which might have application for Defence and Civil Defence / National Security.

Timings this month are a little different with a start at 3pm, finish at 5pm and networking drinks through to 7pm. We're also inviting NZDF personnel who are here for Divisions the following day to the networking drinks.

Please click here if you would like to attend: events@nzdia.co.nz

Location and agenda details will be sent to those who register to attend.

Please click here if you are interested in speaking: events@nzdia.co.nz

Regards,
Jennie Vickers
CEO
New Zealand Defence Industry Association
www.nzdia.co.nz

Email Chain 47

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Tuesday, 13 March 2018 2:15 PM

To: HOWARTH DEBBIE, MRS s9(2)(a), s9(2)(g)(ii); Graeme s9(2)(a), s9(2)(g)(ii)
Ben s9(2)(a)

Subject: Fwd: CIVSEC 2018 UNCLASSIFIED

FYI

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



----- Forwarded message -----

From: Chris s9(2)(a) s9(2)(a)

Date: 13 March 2018 at 14:06

Subject: RE: CIVSEC 2018

To: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Hi Jennie,

Thanks for your interest in CIVSEC. This event hosts conferences and an exhibition in support of the civil and national security & intelligence community. As with any of our Defence events, NZDIA and your members are most welcome participants.

The event will host several government delegations. Possibly the most significant is the ANZPAA Police Commissioners Conference, which is a first in Australia. The NZ Police Commissioner is also presenting at this conference.

Also, the National Security Science and Technology Centre (NSSTC) conference, which will host the science & technology community from the national security & intelligence agencies. We will also host a half-day Cyber Security industry workshop.

Here are the relevant links:

<https://www.anzpaa.org.au/pc18>

<https://civsec.com.au/conferences/science-and-technology-innovation-for-civil-and-national-security.asp>

<https://civsec.com.au/conferences/civil-security-in-the-21st-century.asp>

Participating agencies:

-
- Australian Border Force (ABF)
- Australian Federal Police (AFP)
- Australian New Zealand Police Advisory Agency (ANZPAA)
- National Institute of Forensic Science (NIFS)
- Department of Defence
 - Defence Science & Technology Group
 - Army UAV unit
 - National Security Science & Technology Centre

- Department of Infrastructure & Regional Development
- Department of the Prime Minister & Cabinet
- AustCyber
- Victoria Police
- Corrections Victoria

Please let me know if I can provide any further assistance.

Kind regards,

Chris s9(2)(a)

Aerospace, Maritime, Defence & Security Foundation of Australia Limited



PO Box 4095
GEELONG VIC 3220

Email: s9(2)(a)

s9(2)(a)

From: Jason s9(2)(a)

Sent: Tuesday, 13 March 2018 10:58 AM

To: Jennie Vickers

Cc: Chris s9(2)(a)

Subject: RE: CIVSEC 2018

Jennie,

Thanks for the email and phone call regarding LAND FORCES.

Attached is the current floor plan for LAND FORCES. At LAND FORCES 2016 you had a 6m x 3m = 18m² shell scheme.

You can certainly choose from the available spaces in Hall 4.

Alternatively I expect some new opportunities later this week which may be of interest. I am confident I will have some further options for you this Thursday.

I expect a number of stands in Hall 3 and subject to venue approvals I also expect some stands near the main entrance.

With regards to CIVSEC I will get Chris s9(2)(a) to brief you.

Kind Regards

Jason s9(2)(a)

T: s9(2)(a)

E: s9(2)(a)



From: Jennie Vickers [<mailto:jennie.vickers@nzdia.co.nz>]

Sent: Monday, 12 March 2018 1:47 PM

To: Jason **s9(2)(a)** **s9(2)(a)**

Subject: CIVSEC 2018

Hi Jason

Look forward to talking about Land Forces.

On the subject of Civsec we thought we might come over as delegates and check it out with a view to exhibiting in a future year. Can you send me the floor plan of exhibitors so I can show my Board the sorts of industry players who will be there?

Thanks

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)

Email Chain 46

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Monday, 12 March 2018 11:28 PM

To: s9(2)(a)

Cc: Ben s9(2)(a)

Subject: Re: Draft article on ADM Summit

Will send to Andrew in morning. Ben any thoughts on section to add? Also thought of stuff driving home to add. Can not recall what but maybe in the morning!

On Mon, 12 Mar 2018 at 10:03 PM, s9(2)(a) wrote:
Hi Jennie

Nice one! Enjoyed the read.

Length is fine, although another 200 words or so would be ideal.

You mention that "Over the next few months NZDIA Members will start to see the next steps in helping New Zealand industry gear up to take advantage of these opportunities." Can you elaborate a little on this?

Suggest you seek Andrew's thumbs up asap. I'll edit it following that.

Best
Nick

On 2018-03-12 20:15, Jennie Vickers wrote:
Hi Ben

Any chance you can have a quick read and let me know asap if you have anything to add? Nick s9(2)(a) from line of Defence is on deadline!

I have sent him 6 photos to use from the first speakers so any comments on their speeches would match the photos.

Nick I need to get thumbs up from Andrew Ford. Do you want to edit first before I send to him? Is it long enough? Just about to send it to Nick s9(2)(a) from s9(2)(a), s9(2)(a) who was there. Will try to get a quote.

Jennie

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)

--

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s9(2)(a)



Attachment: Article for Line of Defence The Kiwi Unicorn in the Hyatt Canberra v1

“The Kiwi Unicorn in the Hyatt Canberra”
NZDIA in attendance at the ADM Congress 2018

Mid February sees the annual gathering of Australian industry , defence and Government to talk about the near and far projects in the Australian defence realm.

This year was no different with standing room only and, we suspect, a record number of delegates. Hardly surprising with projected spend with industry of over 200 billion dollars over the next decade.

NZDIA was there on a mission with NZTE, both fact finding and looking at next steps on from the Australian opportunity focused initiatives, of 2017. First the extremely successful presentation by s9(2)(a) Tony s9(2)(a) at the October 2017 NZDIA Forum and then the Australian Department of Defence Industry Briefing on the naval shipbuilding endeavour, in December.

As the presentations rolled out during the day, it was easy to become blasé about multi-billion dollar spends, such is the magnitude of opportunity on the Australian horizon. Whether your focus and bias is on Primes or SMEs there is clearly plenty for all.

However, for the Kiwis in the room who I spoke to, what was striking on that day was the almost total absence of the words “New Zealand” in the presentations. This is both a bad thing and a good thing!

At the NZDIA Forum in October Mark s9(2)(a) reminded us of the framework under which New Zealand companies with fewer than 200 employees performing work in New Zealand, count as SMEs in Australia thanks to the Closer Economic Relationship which is now over 30 years old. This framework coupled with the 2015 Defence Industry Policy Statement and requirements around strengthening Australian Industry capability involvement in the major projects over A\$20 million.

Back to ADM, and we are able to and should read every reference to opportunities, help and assistance for Australian SMEs as a reference in fact to “Australian and New Zealand SMEs”.

The Hon Christopher Pyne, Minister for Defence Industry spoke both at the Opening Function and again at the AIDN National Dinner. Speaking at the dinner Minister Pyne said a number of things of relevance to New Zealand industry:

“This is going to be a great year for Australia, Australians and those working in and around this great defence industry.”

I'll outline shortly what you might expect for defence industry as this year unfolds and how, as a matter of fundamental importance to the Turnbull Government, we intend to put Australian industry, particularly small to medium industry, at the greatest possible advantage."

This does beg the question as to why, when the speakers talked about opportunities for industry, did no one mention New Zealand? Was it because it is obvious that our businesses are included? Because the focus was on the majority local audience? Or because Australian Industry and International Primes had not, until frequently factored our production and services into their equations?

The rivalry between Australian States would seem to be hotting up as the Australian Government gets closer to announcing the Land 400 winners. It was fascinating to see politicians advocating so strongly for the merits of industry in their neck of the woods. New Zealand will hopefully be able to back every horse in that race by not taking sides but still developing as the provider of additional capacity and innovative capability.

Over the next few months NZDIA Members will start to see the next steps in helping New Zealand industry gear up to take advantage of these opportunities. We started with the Maritime domain, but air and land domains are in the mix.

And why the Unicorn? Back in 2013 venture capitalist Aileen Lee used the phrase "Unicorn" for a startup company valued at over \$1 billion. The term was used choosing the mythical animal, to represent the statistical rarity of such successful ventures. With A\$200 billion in the Australian wallet (NZ\$215 billion) why not attract 0.5% in New Zealand's direction and industry could deliver NZ Inc defence industry as a Unicorn for this century. That is a lot of jobs and a lot of prosperity, that can be funded with Australian public money and that has to be a good thing and not a mythical dream.

Email Chain 45

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Monday, 12 March 2018 4:27 PM

To: Graeme s9(2)(a), s9(2)(g)(ii) HOWARTH DEBBIE, MRS

s9(2)(a), s9(2)(g)(ii)

Subject: 4-6 Sept Adelaide Participation with NZDF and NZDIA

Hi

We talked briefly about the possibility of NZTE coming in and sharing a booth with NZDIA, NZDF and MOD. MOD are looking unlikely so even more important that we encourage NZTE to come and join us and share the space.

Cost wise about 8k each for 3 organisations.

We have time to make this a showcase for NZ Inc as an input to Australian capability and an opportunity for NZDF to interact with existing and potential suppliers.

We have a map of suppliers who are signed up to exhibit and you can see that they are the players we need to engage with, for our ADOD opportunities.

Thoughts?

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



Attachment: Land Forces 2018 v7 March Floor Plan



INDUSTRY DEFENCE AND SECURITY
 AUSTRALIA LIMITED
 100 BURNLEY STREET
 MELBOURNE VIC 3006
 T: 03 9595 1111
 E: info@idsa.com.au

DRAFT LAYOUT
 REVISED: March 07, 2018
 STAND NUMBERS ARE INDICATIVE
 ONLY AND SUBJECT TO CHANGE

Land Forces 2018
 AUSTRALIA INDO ASIA PACIFIC
 4 - 6 SEPTEMBER

ADELAIDE CONVENTION CENTRE

Email Chain 44

From: Jennie Vickers s9(2)(a) On Behalf Of Jennie Vickers

Sent: Monday, 5 March 2018 9:21 PM

To: *Multiple Recipients

Subject: UNCLASSIFIED NZDIA February Newsletter with hot off the press updates-ignore the earlier newsletter

[View this email in your browser](#)



NZDIA February Newsletter with important dates and information

UNCLASSIFIED

2018 is advancing rapidly but so are we with a full programme. In this newsletter we cover:

Follow up to Member Meeting held in Wellington in February;

1. Invitation to NZDIA Members to the 2018 Naval Divisions on 29 March - need to act fast;
2. Details of Member Meeting in Auckland on 28 March;
3. Dates for the Diary;
4. Forum 2018;
5. Survey on the way;
6. Australia and New Zealand Defence Directory - details on the way;
7. Request for success stories and indication of interest for showcase visits;
8. NZDF Engineering Conference – 27-28 September in Auckland;
9. IACCM Member Meeting in Wellington; and
10. Help needed with Fundraising.

Member Meeting - February in Wellington

Despite the best efforts of the weather to slow us down, we had a great Member Meeting in Wellington, with over 80 attendees.

We had an excellent line-up of speakers including:

- A report back on the NZ Defence Survey of Industry – Debbie Howarth, NZDF
- An update on the upcoming Engineering and Technology Conference - Debbie [redacted], [redacted] Phil [redacted], [redacted] Peter [redacted] and [redacted] Brian [redacted] NZDF
- MOD Protected Mobility Capability Project Update - [redacted] MOD
- Blockchain and AI – An Evolving Space - Chris [redacted] [redacted]
- NZDF Supply Chain update - Morgan [redacted] NZDF
- Update on the threat of espionage to industry - Seth [redacted], [redacted] [redacted], NZDF.

Below is the link referred to by Chris during his presentation, which will take you to the [redacted] game and presentation seen at Pacific2017, which provides a good example of how Blockchain works with aircraft parts' asset management and authentication.

[redacted]

All the presentation slides we have will be added to the Line of Defence NZDIA Portal, which can be accessed with the password given to 2017 Forum attendees, or if you would like copies of the presentations or Seth's security advice handout sent to you, please email [redacted] on events@nzdia.co.nz.

2. Invitation to NZDIA Members to the 2018 Naval Divisions on 29 March - need to act fast

Last week we sent out an EOI to all NZDIA Members from the Chief of Navy, to attend the 2018 Fleet Divisions. If you'd like to attend, please email events@nzdia.co.nz by COB on 6 March 2018 and we'll pass your information on to the Navy Events Team who will issue you a formal invitation. This is a great opportunity and we encourage you to attend.

If you did not receive an invite and would like to attend and/or you are still thinking about joining NZDIA, this might be the perfect time to join NZDIA. If interested, please email me jennie.vickers@nzdia.co.nz.

3. Details of Member Meeting in Auckland on 28th March

We are holding a short Member Meeting and networking drinks in Auckland on the afternoon of 28 March, the day before the Fleet Divisions. A further invitation with full details will be sent out within the next 10 days. The formal part of the meeting will be followed by drinks.

If you know of people attending the Fleet Divisions, who might be interested in joining us the day before at the Member Meeting and Networking event, please feel free to forward this newsletter to them.

The upcoming opportunities with Australian Defence, signal a need for more of us to know who in New Zealand is innovating and inventing products and services relevant to our sector, who are outside of our normal sphere. With better knowledge of who is working on what, we might create further opportunities to supply into Australia for both NZDIA Members, tech and other start-ups and others in our Ecosystem.

This Member Meeting will therefore be an opportunity for start-ups, researchers and existing businesses, to quickly showcase and/or briefly discuss their research in:

the area of IOT (Internet of things), Wearables, anthropometry and human factors/other technology for people, which might have application for Defence and Civil Defence/National Security.

If there is sufficient interest we will schedule further events covering other relevant areas. Happy to hear suggestions.

Please contact events@nzdia.co.nz if you would like to showcase/present at this meeting.

4. Dates for your diary

Dates for the Member Meetings for the next six months are:

- 28 March (in Auckland)
- 9 May
- 18 July
- 29 August

Locations are being finalised (including potential base visits) but if there are other events on around those dates which we might usefully link to, please let us know. Otherwise locations will be confirmed shortly.

5. **Forum 2018**

Planning for NZDIA's 2018 Forum is well underway. The venue is close to selection and we will confirm shortly.

The theme is:

"Exploring the role of Industry in National and Regional Security".

As recognition of the widening role of Defence forces both nationally and regionally increases across the World, the role of industry as the force behind the forces, becomes more complex, more interesting, and more important.

The Forum speakers will reflect these diverse roles and the networking will provide opportunities for industries and organisations traditionally outside of defence, to exhibit alongside their defence counterparts, to explore their respective places in the critically important ecosystems supporting citizens, nationally and regionally.

The new Forum Managers will be attending the next Member Meeting and are ready to respond to sponsorship and exhibitor enquiries. You can contact them at

s9(2)(a) for Michelle **s9(2)(a)** or **s9(2)(a)** for Robert **s9(2)(a)**.

6. **Survey of Members and Friends**

You will shortly receive two SurveyMonkey links for short surveys canvassing opinions around:

- (1) The Forum; and
- (2) Member meetings - topics, duration, locations etc.

As our members, your opinions matter and do influence how we support you, so we'd be grateful if you were able to take a couple of minutes to respond to each of these surveys.

7. **Australia and New Zealand Defence Directory - details on the way**

A separate email is on the way offering NZDIA Members a free basic listing in the JPM Australia and New Zealand Defence Directory.

8. **Request for success stories and indication of interest for showcase visits**

We need to get better at sharing success stories in our industries. We know you have them! Please email contact@nzdia.co.nz and we'll include them in our newsletters

and Member Meetings.

We also would like to draw up a list of Members with facilities they would be happy to showcase to overseas visitors and delegations. As we advance towards greater levels of NZ industry participation in Australian projects, we may need at short notice to propose visit schedules.

9. NZDF Engineering, Science and Technology Conference – “Enabling the 2025 Integrated Force” 28-29th August 2018

Debbie Howarth and the Conference Team have asked us to let you know how they are progressing with the planning:

"Our Strategy25 – Integrated Defence Force programme is focused on:

- Our People: ensuring we have the right people, with the right skills and experience, to excel in modern military operations;
- Our Information: using information as a key asset to deliver our military effects and keep New Zealand secure; and
- Our Relationships: making New Zealand more secure and furthering its interests by working more effectively with partners.

The 2018 NZDF Engineering, Science and Technology Conference will provide the opportunity to:

- Directly contribute to the protection of New Zealand’s interests and that of our strategic partners.
- Influence the NZDF understanding of emerging ES&T developments and the opportunities these present.
- Strengthen relationships within Defence, industry, academia and OGAs, and provide a growing platform on which you can demonstrate your potential contribution.
- Develop your awareness of those challenges facing the NZDF through direct engagement with key personnel from all across the organisation.

Only together we can deliver the vision of an ‘Integrated Defence Force’ through a collaborative focus on the developments in Engineering, Science and Technology - success will rely greatly on support from industry and our external parties.

How does industry get involved?

The organising team are working through the themes and topic areas. Once these are finalised we will confirm this to industry and will be offering the following opportunities:

- 1) Attend the event
- 2) Technology showcase stand (for specific areas that relate to the topics areas)
- 3) Sponsorship opportunities.

Please send your expressions of interest to be involved in the event to industry@nzdf.mil.nz and confirm which opportunity/opportunities your organisation is interested in. Please ensure you include your name, company and contact details."

10. s9(2)(a)

Tim s9(2)(a) the s9(2)(a) spoke at the 2016 NZDIA Forum with me (in my then role as IACCM ANZ Director) about the importance of good supplier relationships and being seen as a customer of choice. Tim is back for the first time since speaking at the Forum, for just one day. The topics will be of interest to many members. The information and invitation to attend from s9(2)(a) is as follows:

"Date: Thursday, 15 March 2018

Time: 2:30 for 3:00 start – 5:00am followed by some informal networking

A big thanks to our host Bell Gully

Venue: ANZ Tower, [171 Featherston Street, Wellington](#)

Our focus for this event will follow the s9(2)(a) theme for 2018: Collaborating Across Boundaries

During this meeting we will explore the way commercial teams are collaborating, and we want you to bring your stories, examples, insights and question to share with others.

For the first New Zealand meeting in 2018, we are delighted to have s9(2)(a) Tim s9(2)(a) with us. Tim has been leading a multi-national jurisdictional benchmarking study in procurement and contracting at federal government levels and comparing with the findings from leaders in the private sector.. We are also delighted to have Mark s9(2)(a), s9(2)(g)(ii), Ministry of Business, Innovation & Employment (MBIE) join Tim, as MBIE was a partner with s9(2)(a) in this study.

Tim and Mark will be sharing some insights from that study. Following the official

agenda, we invite you to participate in networking with Tim, Mark, Bernie s9(2)(a) (one of our s9(2)(a) and each other.

If you haven't already done so go

to s9(2)(b)(ii) for more details and to register."

11. Fundraising Support

A final message from NZDF seeking your support:

Out of scope

s9(2)(a)

Regards,

Jennie Vickers

CEO

New Zealand Defence Industry Association

www.nzdia.co.nz

Email Chain 43

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Tuesday, 27 February 2018 10:20 AM

To: Graeme s9(2)(a), s9(2)(g)(ii)

Cc: Ben s9(2)(a)

Subject: Re: Help please? Need some data numbers for meeting with Minister on Wednesday

A number of 90 is fine. I am going to show overlaps between the lists in the visuals.

Yes a catch up good this afternoon? I will be in the Hub.

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



On 27 February 2018 at 09:41, Graeme s9(2)(a), s9(2)(g)(ii) wrote:
Hi Jennie,

I don't know the full number of companies as we would not have firms that are only focusing on NZ defence markets and not exporting (whether defence or otherwise). However, having gone through our database and having talked to many of our customer managers about firms in their portfolio, have concluded around 90 NZTE customers are either capable of supplying or have the ambition to supply into Australian defence contracts.

Many of these will be NZDIA members and I'd still like to do the cross-over analysis, so that we can build into our understanding those firms that may not be in our database.

Of course important to note that almost all of the firms in our analysis are not exclusively focused on defence, in many cases defence would be only a small part of their market-mix but one with good opportunity for growth. Suspect that is the case with a majority of your members too.

Do you have time for a quick phone catch up today or tomorrow?

Graeme

From: Jennie Vickers [mailto:jennie.vickers@nzdia.co.nz]

Sent: Monday, 26 February 2018 6:36 PM

To: Graeme s9(2)(a), s9(2)(g)(ii)

Ben s9(2)(a)

Subject: Help please? Need some data numbers for meeting with Minister on Wednesday

Hi

Can you give me a number of NZ organisations which are supplying to defence (or could do?) I recognise there are overlaps but will show that on the visual I am creating to show activity in NZ that is Defence related.

Thanks

Jennie Vickers

CEO

New Zealand Defence Industry Association

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Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



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Email Chain 42

From: Graeme [redacted]
Sent: Wednesday, 21 February 2018 11:23 am
To: Graeme [redacted]
Subject: Australia Naval Defence Industry Briefing, 5 December 2017

Dear Registrant

Please find attached the presentation from the Australia Department of Defence on the naval shipbuilding programme in Australia, given at the briefing held in Auckland on 5 December. Our apologies for the delay in the information being sent due to earlier miscommunication.

Further information on the various projects and support organisations in Australia can be found on the following links

- Naval Shipbuilding Plan and associated materials:
<http://www.defence.gov.au/navalshipbuildingplan/>
- Future Frigate web page with info, media releases and fact sheet
http://www.defence.gov.au/casg/EquippingDefence/SEA5000PH1_FutureFrigates
- Offshore Patrol Vessel web page
http://www.defence.gov.au/casg/EquippingDefence/SEA1180PH1_OffshorePatrolVessels
- The Centre for Defence Industry Capability's naval shipbuilding portal
<http://business.us14.list-manage.com/subscribe?u=679f06865b91e800d857aa72f&id=ea936fa1d2>
- CDIC web page <https://www.business.gov.au/centre-for-defence-industry-capability>

If you are considering or actively pursuing opportunities as a result of the naval shipbuilding plan or other defence market work in Australia please get in touch. I am keen to ensure that our team in Australia is able to see how we can support you.

Best regards,

Graeme [redacted]
[redacted]



NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono

T [redacted]

[redacted]

W nzte.govt.nz



Level 6, 139 Quay Street, Auckland 1010
[View location map](#)

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster – into international markets.

Attachment One: ADOD_Australian Naval Shipbuilding_Dec17



Australian Government
Department of Defence
Capability Acquisition and
Sustainment Group

Australia's Naval Shipbuilding Endeavour

Brian

s9(b)(a), s9(2)(a)

s9(6)(a), s9(2)(a)

Department of Defence

5 December 2017



“Modernisation of our naval forces is a complex, national endeavour aimed at building and sustaining Australia’s naval capabilities, creating economic growth through maximising Australian industry involvement, and securing Australian jobs for future generations.”

**Defence Naval Shipbuilding Plan,
launched May 2017**

The Australian Government will invest:

- around \$90 billion in new naval ships and submarines;
- more than \$1 billion in modern shipyard infrastructure; and
- more than \$25 million in workforce growth and skilling initiatives to enable the delivery of these platforms.

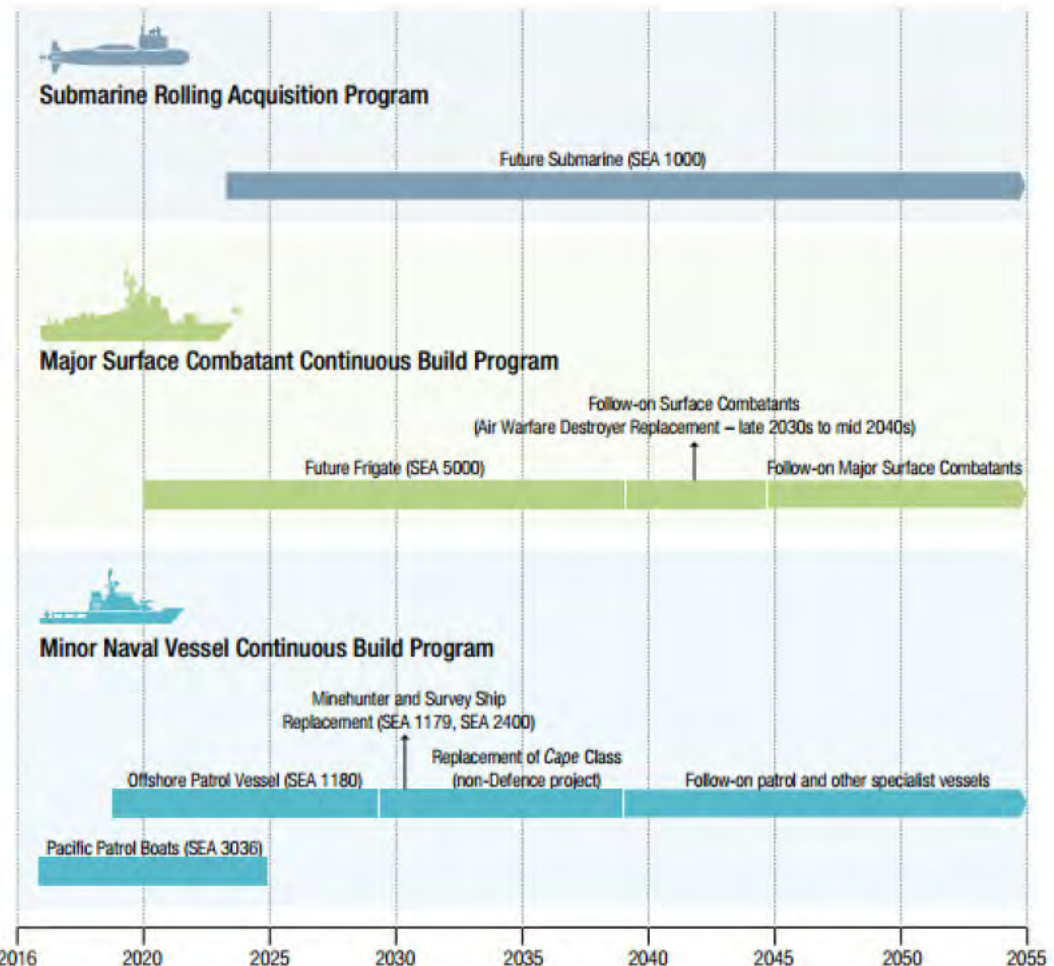
Four key enablers are required to implement the Government’s Naval Shipbuilding Plan:

- modern, innovative and secure naval shipbuilding infrastructure;
- workforce growth and development;
- a sustainable and cost-competitive Australian industrial base; and
- a national collaborative approach.

Naval Shipbuilding Plan can be downloaded from <http://www.defence.gov.au/navalshipbuildingplan/>

Continuous Build Programs

Securing a sustainable, long-term Australian naval shipbuilding industry with a sovereign capability to build and sustain its naval vessels.



Major Shipbuilding Project Updates





- 12 Offshore Patrol Vessels
- Total program value \$3-4 billion AUD
- First Pass 17 April 2016
- Three Designers shortlisted
- Second Pass Announced 24 November 2017
- Designer selected
- Lürssen (sub-contracting to ASC, Forgacs/Civmec and Austal – subject to commercial negotiations)
- Construction commences Osbourne SA 2018 (with ASC)
- Construction commences Henderson WA 2020 (with Forgacs & Austal)

- Nine frigates with antisubmarine focus
- Total program value \$35 billion AUD
- Tender evaluation is currently being conducted
 - Navantia Spain F100
 - Fincantieri Italy FREMM
 - BAE UK Type 26
- Combat System announced 3 October - Aegis combat management system with a Saab tactical interface.
- Second Pass planned for Q2 2018
- Construction commences Osborne, SA
 - Prototyping 2020
 - Ship 1 ~ 2022



- Total program value \$9 billion AUD
- Three vessels
- Ship 1 - *Hobart*
 - Commissioned September 2017
- Ship 2 – *Brisbane*
 - Builders sea trials commenced this month
 - Aegis Light Off
 - Delivery July 2018
- Ship 3 – *Sydney*
 - Consolidation complete, outfitting continues
 - On track for launch mid 2018
- Facilities
 - Completed
 - Support System currently being validated



- Total program value \$500 million AUD
- 19 Boats (for 12 Pacific Island Countries)
- Pacific Island minor Infrastructure Upgrades
- Disposal of current Pacific Patrol Boats
- Construction in WA commenced April 2017
- First boat delivery planned for October 2018
- Boat deliveries every 3 to 4 months
- Last boat delivery 2023
- Progressing to plan
- PM announced two boats for Timor-Leste last month (pending formal confirmation from T-L)



- 2 tankers to replace *Success* and *Sirius*
- Acquisition and Support contracts signed 5 May 2016
 - Acquisition cost \$650m AUD
 - Sustainment cost \$250m AUD
- 19 June 2017 - steel cut in Spain
- Ship 1 Launch late 2018
- Ship 2 Launch mid 2019
- Keel laying for first ship last month, HMAS *Supply*
- Second ship to be named HMAS *Stalwart*
- *Supply* will be built in two years, with full operational capability scheduled for 2022



- 12 boats to replace Collins class submarines.
- Estimated acquisition cost \$50 billion AUD.
- Constructed at Osborne South Australia.
- Naval Group selected as design partner April 2016.
- Lockheed Martin Australia selected as Combat System Integrator in September 2016.
- Submarine Construction Yard work to commence in 2018.
- Construction of the first Future Submarine commences in 2023.
- First Future Submarine to enter service early 2030s.
- To learn more about the Naval Group supply chain visit:
<http://naval-group.com.au/suppliers/>
- To register your company's capabilities with Lockheed Martin Australia visit:
www.LMAFutureSubmarines.icn.org.au
- To learn more about the program visit: www.futuresubmarine.icn.org.au

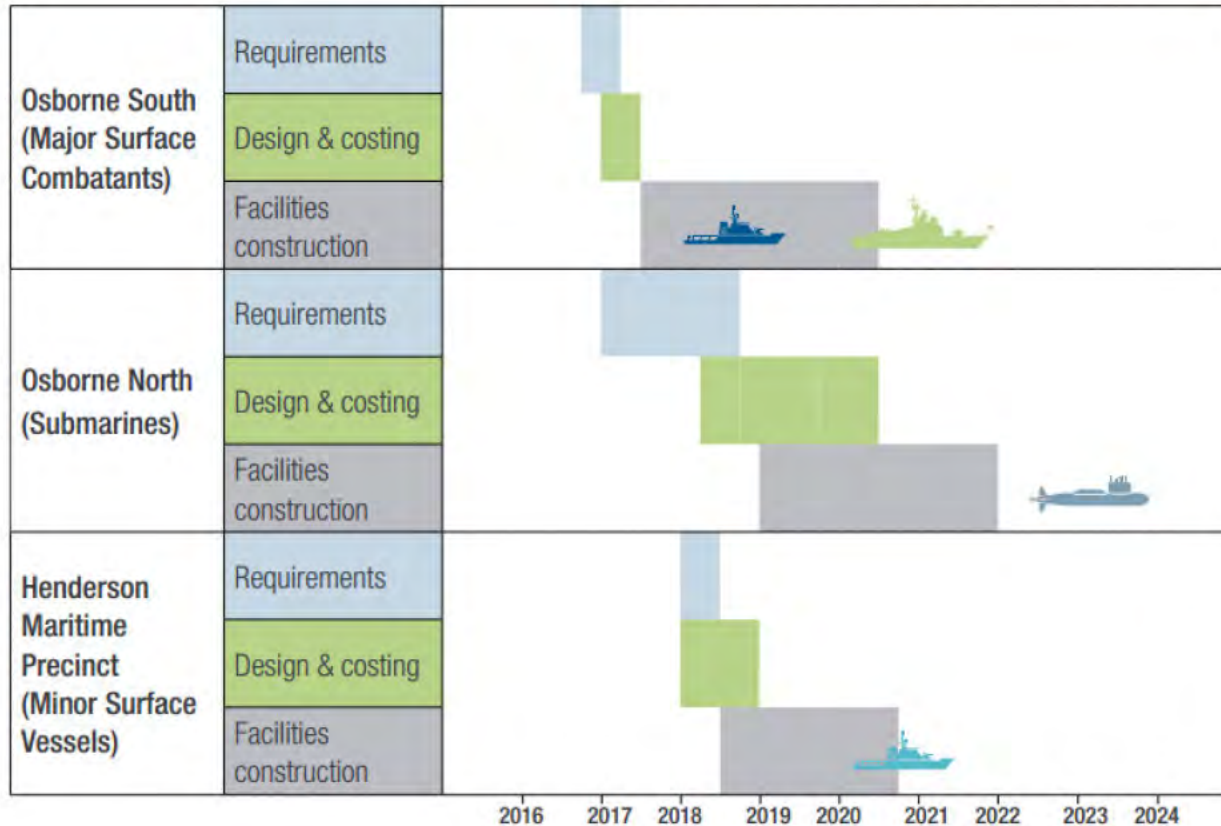


- \$535 million AUD in SA and \$100 million AUD for WA
- Australian Naval Infrastructure Pty Ltd (ANI) formed
- ANI to implement surface warship shipbuilding infrastructure
- Sod turn at Osborne , SA 24 August 2017
- Leadlease as Managing Contractor for construction announced 12 October 2017
- Naval Shipyard Infrastructure Master Plan due by end of this year
- More info: <https://ani.com.au/>



Minister for Defence Industry and Minister for Finance unveiled the design and turned the first sod for the new surface shipbuilding yard in Osborne, South Australia. <https://ani.com.au/news/#oid=toOHZkYzE6USunHyoLHqZbfHvXxHayxv>





Commencement of OPV construction 2018



Commencement of future frigate construction 2020



Commencement of future submarine construction 2022–2023



Transfer of construction of OPVs from Osborne to Henderson 2020



In February 2016 the Minister for Defence and the Prime Minister launched the:

- Defence White Paper (DWP)
- Integrated Investment Program (IIP)
- Defence Industry Policy Statement (DIPS)

- Higher levels of **Defence preparedness** will be required – DWP
- Defence posture will involve an **increased operational tempo** for the ADF & its enabling elements - IIP
- Australian **defence industry** will have a critical part to play in delivering world-class capabilities – DWP
- Australia is well placed to benefit from the **economic growth** - DWP
- Australian Government recognises that a competitive Australian industry is a **fundamental input** to Defence capability - DWP

The current Australian Defence Industry Policy is designed to **strengthen the AIC program**:

That means:

- Defence must invest greater effort scoping options for capability through leveraging industry
- support Defence's capability requirements – sovereign needs
- develop Australian industry capability through acquiring critical knowledge, skills, infrastructure and technologies
- maximise opportunities for Australian industry to contribute to Defence capability
- Leverage AIC to create export and innovation opportunity

New Zealand businesses are eligible if the work is performed in New Zealand with New Zealand based employees, consistent with the Commonwealth of Australia's obligations under the Closer Economic Relationship agreement.

Two ways:

1. Via the NZ provisions under the AIC policy:



From the *2010 Defence Industry Policy Statement*: New Zealand firms are considered to be part of Australian local Defence industry, consistent with the longstanding *Closer Economic Relationship* between Australia and New Zealand.

New Zealand firms are able to access Defence industry programs including:

- Centre for Defence Industry Capability
 - The Defence Innovation Portal:
 - Defence Innovation Hub
 - Next Generation Technologies Fund
2. By contacting the tenderers/primes directly:
 - for example, the Future Submarine Program Supply Chain Managers
 - Major prime tenderers directly (for Future Frigate Program)

- Australia's Centre for Defence Industry Capability launched last year.
- CDIC is the central point for industry to find the assistance it needs for doing business in the defence market, and to coordinate support from across national and state and territory governments.
- CDIC is headquartered in Adelaide, SA with national network of advisers in key locations across Australia.
- CDIC has a specific portal for shipbuilding via <https://www.business.gov.au/centre-for-defence-industry-capability>
- Website advice , guidance and forms
- General enquiries by phone. International callers should dial [+61 3 9654 0995](tel:+61396540995)
- Email enquiries to cdic@industry.gov.au



The Defence Innovation Portal

The Department of Defence welcomes your innovative ideas, no matter how big or small. You don't have to represent a multinational firm. If you have your own business, belong to a think-tank, or anything in-between, Defence wants to hear from you.

Defence Innovation Hub

- The Defence Innovation Hub will invest over the decade in maturing and further developing technologies which have moved from the early science stages into the engineering and development stages of the innovation process.
- The Innovation Hub welcomes innovation proposals from NZ entities.

Next Generation Technologies Fund

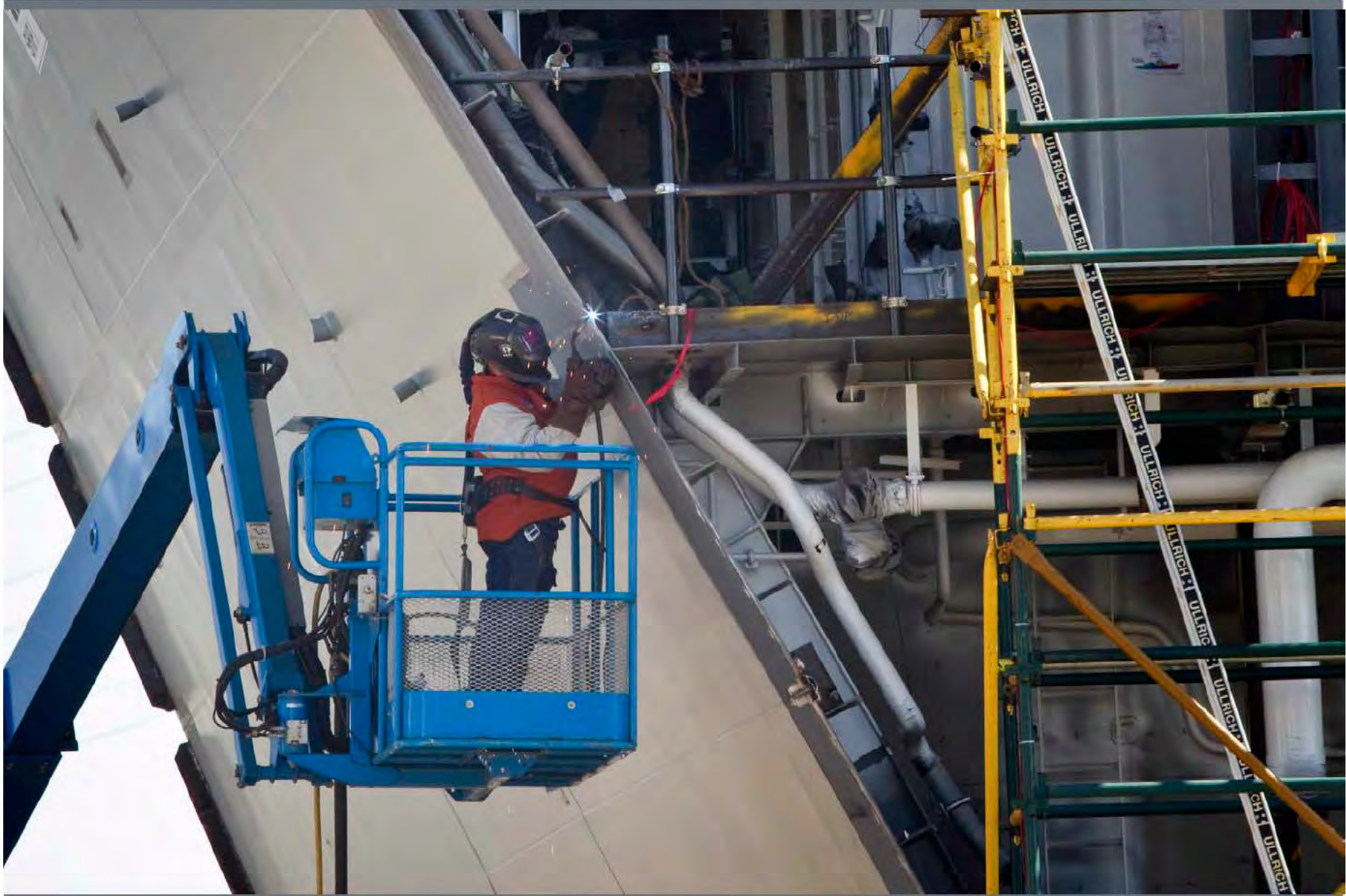
- The Next Generation Technologies Fund is a forward looking program focusing on research in emerging and future technologies for the “future Defence force after next”.
- Open opportunities are published regularly on the Defence Innovation Portal: <https://www.business.gov.au/Centre-for-Defence-Industry-Capability/Defence-Innovation-Portal#ngtf>

- Australian Department of Defence partnered with State & Territory governments and industry bodies to conduct 15 capital city and regional naval shipbuilding industry engagement events around Australia
- 1800 attendees; 1300 companies
- 500 registrations with CDIC's naval shipbuilding portal as a result.
- Will work with selected prime for OPVs and Frigates in 2018 to advise industry on the supply chain opportunities going forward.
- Future Submarine Program is currently conducting industry engagement with Naval Group and Lockheed Martin.



Australia's Defence Industry Minister the Hon Christopher Pyne MP speaking at the Adelaide, SA industry event, 31 Oct 2016

Workforce and Skilling

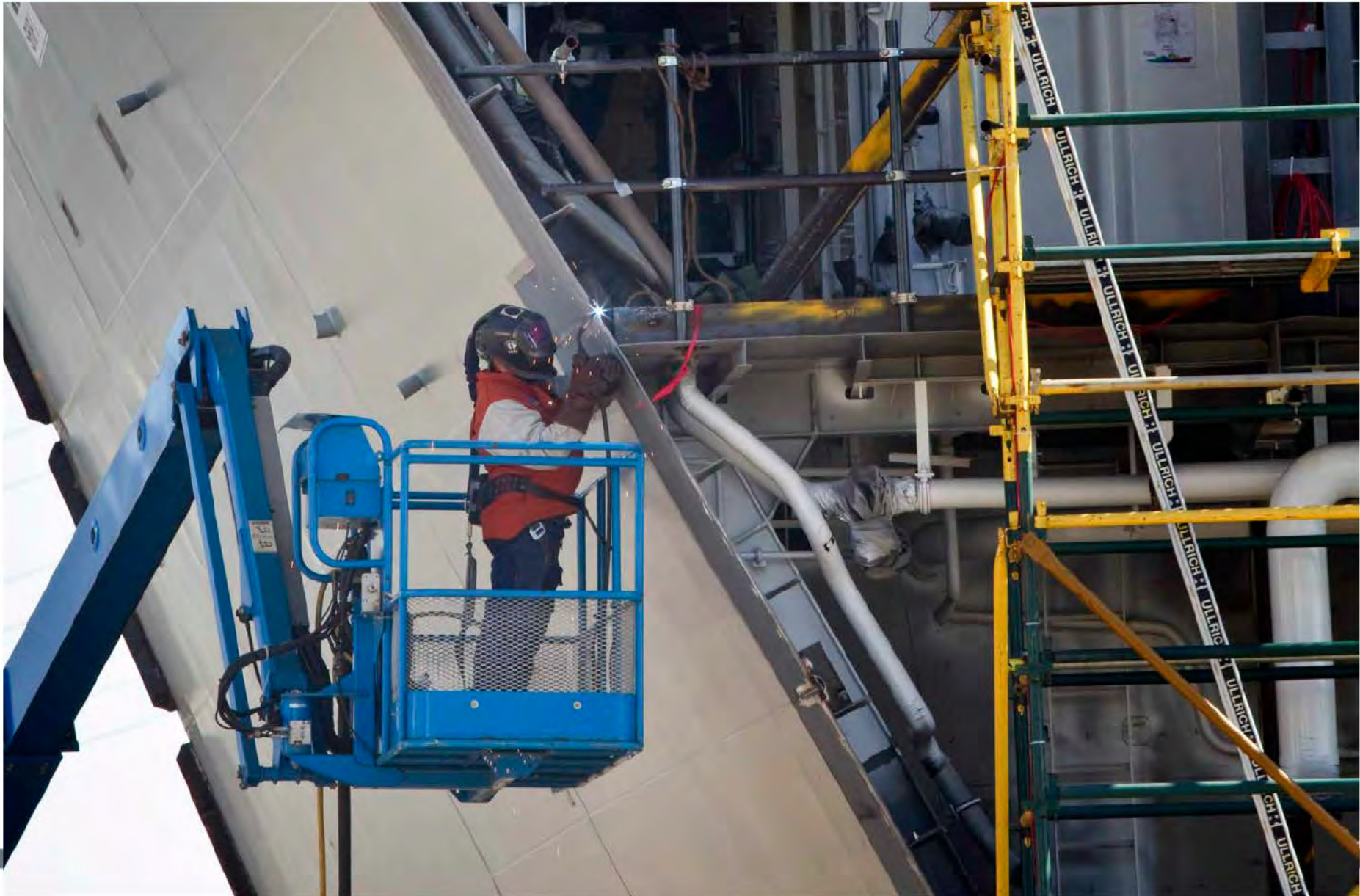


- Australia's naval shipbuilding enterprise will need a highly capable, productive and skilled naval shipbuilding and sustainment workforce.
- Around 5,200 workers needed to service Future Submarines, Future Frigates and Offshore Patrol Vessels alone.
- The Australian Government recently launched a multi media public information campaign on defence industry skills and jobs – 'the Workforce behind the Defence Force' – targeting the Australian community, workers, businesses and job seekers of the opportunities available.
- For more information see <https://www.defenceindustry.gov.au/> [Video link](#)



- Earlier this year the Australian Government announced an initial investment of more than \$25 million to establish a Naval Shipbuilding College:
 - headquartered in South Australia, and
 - ‘hub and spoke’ model involving existing education and training providers across Australia including the existing Australian Maritime College in Tasmania.
- The College will commence operations in early 2018, with a focus on increasing the number of people with key entry-level trade qualifications.
- Tenders currently being evaluated with a provider or consortium to be selected to implement the College in early 2018.
- The College will attract, train or retrain more than 1500 people across the country to be competitive for career opportunities in naval shipbuilding and sustainment.
- Consultation with the selected naval shipbuilders for the submarine, frigate, and offshore patrol vessel projects will determine the number of future trainees.
- The Minister for Defence Industry is expected to announce further detail about the College later this month.

Questions?



Email Chain 41

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Sent: Thursday, 15 February 2018 4:42 PM
To: [redacted] Alison MRS s6(a), s9(2)(a)
Cc: Ben s9(2)(a); [redacted] Laura MISS
s6(a), s9(2)(a)
Subject: Re: FW: Postal address for Andrew Ford [SEC=UNCLASSIFIED]

We are in the garden at back

On Thu, 15 Feb 2018 at 11:17 AM, [redacted] Alison MRS s6(a), s9(2)(a) wrote:

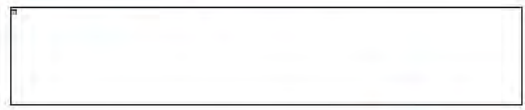
UNCLASSIFIED

Great! We will be there between 1230-1245.

Alison [redacted]
s6(a), s9(2)(a)
[redacted]
Department of Defence – Canberra
s6(a), s9(2)(a)

From: Jennie Vickers [mailto:jennie.vickers@nzdia.co.nz]
Sent: Thursday, 15 February 2018 11:06 AM
To: [redacted] Alison MRS
Cc: Ben s9(2)(a); [redacted] Laura MISS
Subject: Re: FW: Postal address for Andrew Ford [SEC=UNCLASSIFIED]
12.30 works see you then

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



On 15 February 2018 at 12:15, [redacted] Alison MRS s6(a), s9(2)(a) wrote:

UNCLASSIFIED

Hi Jennie and Ben

Laura has another meeting back here at Russell at 2pm, so if we could make it 1230-245 we could leave by 145pm latest and get Laura back by 2pm – would that be ok? We will find you at A Baker.

Thanks,
Alison.

Alison [redacted]

s6(a), s9(2)(a)

Department of Defence – Canberra

s6(a), s9(2)(a)

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Thursday, 15 February 2018 11:33 AM

To: ^{s6(a), s9(2)(a)} Alison MRS s6(a), s9(2)(a); Ben s9(2)(a)

Cc: ^{s6(a), s9(2)(a)} Laura MISS s6(a), s9(2)(a)

Subject: Re: FW: Postal address for Andrew Ford [SEC=UNCLASSIFIED]

The 4 of us would be good. See you at 1. We are meeting Mark s9(2)(a) at 11.30 in A Bakker around the corner so maybe come there and we can pick a lunch place.

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



On 15 February 2018 at 10:41, ^{s6(a), s9(2)(a)} Alison MRS s9(6)(a), s9(2)(a) wrote:
UNCLASSIFIED

Hi Jennie

Both Wayne and Brian are sick today – men!! I am happy to come over and meet you and Ben at 1pm if that time suits you, I can be flexible. I was also going to bring with me our s6(a); s9(2)(a) ^{s6(a), s9(2)(a)}, Laura ^{s6(a), s9(2)(a)} who I think would benefit from meeting with you, if she is available.

My mobile is below if you want to chat.

Meet you at 1pm at Hotel Hotel (Monster bar/restaurant) otherwise.

Cheers,

Alison.

Alison ^{s6(a), s9(2)(a)}

s6(a), s9(2)(a)

Department of Defence – Canberra

s6(a), s9(2)(a)

From: Jennie Vickers [mailto:jennie.vickers@nzdia.co.nz]

Sent: Thursday, 15 February 2018 8:11 AM

To: ^{s6(a), s9(2)(a)} Alison MRS

Cc: s6(a), s9(2)(a) Wayne MR 5; s6(a), s9(2)(a) Brian MR 1
Subject: Re: FW: Postal address for Andrew Ford [SEC=UNCLASSIFIED]

Did we pick a time? Does 1pm work? Ben s9(2)(a) from Nzte will join us.

Regards

On Wed, 14 Feb 2018 at 3:36 PM, s6(a), s9(2)(a) Alison MRS s6(a), s9(2)(a) wrote:
UNCLASSIFIED

Hi Jennie

Wayne is unwell and won't make lunch but Brian and I would love to see you at Hotel Hotel tomorrow. So glad you have time to catch up with us.

See you then,
Alison.

Alison s6(a), s9(2)(a)
s6(a), s9(2)(a)

Department of Defence – Canberra
s6(a), s9(2)(a)

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From: s6(a), s9(2)(a) Wayne MR 5
Sent: Monday, 12 February 2018 9:27 AM
To: 'Jennie Vickers'
Cc: s6(a), s9(2)(a) Alison MRS; s6(a), s9(2)(a) Brian MR 1
Subject: RE: FW: Postal address for Andrew s9(2)(a) [SEC=UNCLASSIFIED]

UNCLASSIFIED

Hi Jennie,

No worries, we will meet you at Hotel Hotel, then we can find somewhere in New Acton for lunch.

See you Thursday.

Cheers,

Wayne s6(a), s9(2)(a)
s6(a), s9(2)(a)

Department of Defence | s6(a), s9(2)(a)
| PO Box 7904 | CANBERRA BC ACT 2610
s6(a), s9(2)(a)

From: Jennie Vickers [<mailto:jennie.vickers@nzdia.co.nz>]
Sent: Friday, 9 February 2018 1:45 PM
To: [REDACTED] Wayne MR 5
Cc: [REDACTED] Alison MRS; [REDACTED] Brian MR 1
Subject: Re: FW: Postal address for Andrew Ford [SEC=UNCLASSIFIED]

Hi

ADM is on Wednesday all day but I am staying on in Canberra for Thursday, so Thursday lunchtime would be perfect. I will be staying at Hotel Hotel which is a good spot for good restaurants.
Regards

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
[REDACTED]

On 9 February 2018 at 14:39, [REDACTED] Wayne MR [REDACTED] wrote:
UNCLASSIFIED

hgHi Jenny,

We can come and pick you up from the ADM if you like? Let me know what time you will be free, and Alison, Brian and I can pick you up and we can get some lunch somewhere nearby (we will book a table somewhere nice.

Cheers,

Wayne [REDACTED]
[REDACTED]

Department of Defence | [REDACTED]
[REDACTED] | CANBERRA BC ACT 2610
[REDACTED]

From: Jennie Vickers [<mailto:jennie.vickers@nzdia.co.nz>]
Sent: Friday, 9 February 2018 11:35 AM
To: [REDACTED] Wayne MR 5
Cc: [REDACTED] Alison MRS; [REDACTED] Brian MR 1
Subject: Re: FW: Postal address for Andrew Ford [SEC=UNCLASSIFIED]

Hi

Thursday good and yes lunch an excellent idea. Can bring the letters back with me.

I am meeting Mark [REDACTED] in the afternoon so name a lunch/meeting time and place and we can lock it in.

Regards

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)

On 9 February 2018 at 11:27, s6(a), s9(2)(a) Wayne MR s6(a), s9(2)(a) wrote:

UNCLASSIFIED

Hi Jennie,

Thanks. Yes, let catch up next week when you are in Canberra, that would be great. Brian is at the ADM next week, but Alison and I would like to catch up with you also. Is there a time on Thursday we could all meet - perhaps we can pick you up and go for lunch somewhere nearby?

If you don't mind I will give you the letters to deliver if that is ok?

Let me know if there is a good time to catch up.

Cheers,

Wayne s6(a), s9(2)(a)
s6(a), s9(2)(a)

Department of Defence | s6(a), s9(2)(a)
s6(a), s9(2)(a) | PO Box 7904 | CANBERRA BC ACT 2610
s6(a), s9(2)(a)

From: Jennie Vickers [mailto:jennie.vickers@nzdia.co.nz]
Sent: Thursday, 8 February 2018 4:51 PM
To: s6(a), s9(2)(a) Wayne MR 5
Subject: Re: FW: Postal address for Andrew Ford [SEC=UNCLASSIFIED]

Sorry for the delay. The NZDIA po box is a good option. Box 128261 Remuera Auckland 1541.

Alternatively I am in Canberra next week attending the ADM Forum and was proposing to see if I could catch up with the team next Thursday to talk next steps.

Regards

Jennie Vickers
Executive Director
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)

On 8 February 2018 at 17:51, s6(a), s9(2)(a) Wayne MR s6(a), s9(2)(a) wrote:

UNCLASSIFIED

Hi Jennie,

I hope all is well with you. Just following up an address for Andrew Ford so I can post the thank you letters.

Cheers,

Wayne ^{s6(a), s9(2)(a)}

s6(a), s9(2)(a)

Department of Defence | ^{s6(a), s9(2)(a)}

^{s6(a), s9(2)(a)} | PO Box 7904 | CANBERRA BC ACT 2610

^{s6(a), s9(2)(a)}

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From: ^{s6(a), s9(2)(a)} Wayne MR 5

Sent: Wednesday, 31 January 2018 11:01 AM

To: 'Jennie Vickers'

Cc: ^{s6(a), s9(2)(a)} Alison MRS; SEA5000.Coordination

Subject: Postal address for Andrew Ford [SEC=UNCLASSIFIED]

UNCLASSIFIED

Hi Jenny,

Happy New Year. I hope you had a restful Christmas.

We have thank you letters to deliver to Andrew and ^{s9(2)(a)}, but I don't have a postal address for Andrew. Can you please provide a postal address so we can get the hard copy letters in the mail.

Thanks again for all your assistance last year. We look forward to working with you again in 2018.

Cheers,

Wayne ^{s6(a), s9(2)(a)}

s6(a), s9(2)(a)

Department of Defence | ^{s6(a), s9(2)(a)}

^{s6(a), s9(2)(a)} | PO Box 7904 | CANBERRA BC ACT 2610

^{s6(a), s9(2)(a)}

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Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz
s9(2)(a)

Email Chain 40

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Wednesday, 14 February 2018 12:34 PM

To: Ben s9(2)(a)

Beth s9(2)(a) s9(2)(a)

Subject: Re: AIDN Annual Dinner Confirmation

Hi

Is there time to add Ben s9(2)(a) from Nz trade ?

Thanks

On Wed, 7 Feb 2018 at 2:39 PM, Beth Mossman s9(2)(a) wrote:



Confirmation

Mrs Jennie Vickers
Box 128261 Remuera
Auckland ACT 1541
New Zealand

Dear Jennie Vickers,

Thank you for your RSVP to the Australian Industry & Defence Network Annual Dinner to be held at the **Gandel Hall, National Gallery of Australia** on **Wednesday 14 February 2018** at **7.00pm** for a **7.30pm** start.

Details are set out below. It is your responsibility to ensure they are correct.

Dress code: Formal – Black Tie/ Mess Dress with Miniatures – Evening Wear for Ladies.

Registration

Details	AIDN Non Member Dinner Ticket
Name Badge	Mrs Jennie Vickers
Amount Required	s9(2)(a)
Amount Outstanding	s9(2)(a)

Payment Status

s9(2)(a)

Dietary Requirements

You have indicated that you have no allergies or specific requirements. Please contact Consec - Conference and Event Management if this is incorrect.

Please find attached your receipt and invoice.

All enquiries regarding the AIDN Annual Dinner should be directed to Consec - Conference and Event Management on telephone s9(2)(a) or email s9(2)(a).

Kind regards

Beth s9(2)(a)

s9(2)(a)

Consec - Conference and Event Management

BDC ACT 2617 Australia

Telephone: s9(2)(a)

Facsimile:

Website: www.consec.com.au

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)

Email Chain 39

From: Jennie Vickers [s9\(2\)\(a\)](#) > **On Behalf Of** Jennie Vickers

Sent: Tuesday, 13 February 2018 2:34 PM

To: *Multiple Recipients

Subject: NZDIA Member Meeting Wellington 20 February Reminder UNCLASSIFIED

[View this email in your browser](#)



Happy New Year and Happy Chinese New Year. We ended 2017 with the kick off of exciting opportunities in NZ and offshore for our members and we are all set up and raring to go to make things happen.

I am in Canberra this week at the ADM Congress and following up on many of these opportunities. Please let me know if you would like to connect with anyone at ADM or in Canberra this week. Will also be hunting out good speakers and Forum topics amongst the crowd, so suggestions welcome.

FEBRUARY MEMBERS MEETING-NEXT WEEK!

Our first Members Meeting of the year is on 20 February in Wellington. Please email events@nzdia.co.nz to confirm your attendance. Meetings are open to Members and Non Members and there is no charge for attendance. Attendee numbers from a broad range of MOD and NZDF teams are looking good.

Timings are:

1pm – lunch

2pm – meeting commences

5pm – networking drinks

7pm - finish

The venue is booked in the CBD and details will be sent to confirmed attendees and further info can be obtained from s9(2)(a) on events@nzdia.co.nz

Our theme for this first meeting is Future Focus for 2018 to

Presentations at the meeting will include:

- Capability Branch Update
- MOD-Protected Mobility Vehicles Project Update
- NZDF Supply Chain Update
- MOD Report back to Members on the Survey carried out in October by MOD
- An update from NZDF and MOD on their industry engagement priorities in light of their respective surveys' results
- Blockchain and AI-Continuing the discussion from the Forum
- NZDF 2018 Engineering and Technology Conference update
- NZDIA New Board Introductions and brief discussion on priorities for 2018
- Update on the threat of espionage to industry

MARCH MEMBERS MEETING-AUCKLAND

We have a MemberS Meeting in Auckland in March on the Wednesday/Thursday before Easter, so save the date further info to follow.

Regards,

Jennie Vickers

CEO

New Zealand Defence Industry Association

www.nzdia.co.nz

Email Chain 38

From: Jennie Vickers <jennie.vickers@nzdia.co.nz>

Sent: Sunday, 11 February 2018 4:36 PM

To: Ben s9(2)(a)

Cc: Kate s9(2)(a) Graeme s9(2)(a), s9(2)(g)(ii)

Subject: ADM Next week and next steps to ADOD Industry Brief in Auckland

Hi Ben

We met with Graeme next week for a quick catch up to talk next steps.

I arrive into Canberra for the ADM Congress on Tuesday at 2.35 on the Virgin flight and will be there for the opening cocktail party. I leave at 10.10am Friday on Virgin flight.

I have a meeting with ADOD team set for Thursday so will add you in and sorting meetings with the Primes if I can.

Will you be attending the AIDN Dinner Wednesday night? I think you should be there because I suspect Primes and industry will be well represented.

I am also scheduling time with Mark s9(2)(a) Thursday afternoon to talk about training programmes etc.

Regards

Jennie Vickers

CEO

New Zealand Defence Industry Association

Box 128261

Remuera Auckland 1541

jennie.vickers@nzdia.co.nz

s9(2)(a)



Email Chain 37

From: Andrew Ford s9(2)(a)
Sent: Friday, 9 February 2018 1:01 PM
To: Jennie Vickers <jennie.vickers@nzdia.co.nz>
Cc: Graeme s9(2)(a), s9(2)(g)(ii) HOWARTH DEBBIE, MRS
s9(2)(a), s9(2)(g)(ii)
Subject: Re: post ADOD Actions

I am committed at Whenuapai until 2pm.

I will come direct to hub for face to face catch up arriving maybe around 2:30pm

I will need to leave before 4pm for other commitments.

On Thu, Feb 8, 2018 at 2:40 PM, Jennie Vickers <jennie.vickers@nzdia.co.nz> wrote:

Yes 2pm sounds good. Are you able to come to the Hub? Debbie will be here and possibly Andrew Ford.

Regards

Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



On 8 February 2018 at 14:26, Graeme s9(2)(a), s9(2)(g)(ii) wrote:

Hi Jenny,

Sorry for delaying getting back to you. I'm in Auckland and could meet tomorrow afternoon. Ben s9(2)(a) will be at the ADM Canberra forum.

How are you placed at 2pm tomorrow?

Graeme

From: Jennie Vickers [mailto:jennie.vickers@nzdia.co.nz]
Sent: Tuesday, 6 February 2018 3:17 PM
To: Graeme s9(2)(a), s9(2)(g)(ii)
Subject: post ADOD Actions

Hi Graeme

I am back from my hols and raring to go in making things happen. Are you in Auckland Thursday or Friday for a catch up?

Are you going to ADM Canberra Forum next week? Been talking to Mark **s9(2)(a)** and would be great for all 3 of us to meet and plan the what next.

Regards
Jennie Vickers
CEO
New Zealand Defence Industry Association
Box 128261
Remuera Auckland 1541
jennie.vickers@nzdia.co.nz
s9(2)(a)



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Andrew Ford
Chair



Box 128261
Remuera Auckland 1541
s9(2)(a)